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THE NATIONAL Wool Grower

Volume XLIV

JULY, 1954

Number 7

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You'll Read

In This Issue

THE WASHINGTON REPORT

Again the NATIONAL WOOL GROWER gives you the latest report on activities in the Nation's capital in behalf of the sheep industry (page 5). It is, of course, only a progress report. The complete story we hope will be written by Congress in time for our August issue.

TARIFF MATTERS

Executive Secretary Jones was one of four representatives of the Nation-Wide Committee of Industry, Agriculture and Labor on Import-Export Policy, who were given the privilege of telling President Eisenhower why the groups making up the Nation-Wide Committee are convinced that adequate tariffs are essential to the country's welfare. Chairman Strackbein's statement is given (page 7), with an informal report of the conference with President Eisenhower by Secretary Jones.

TRADE MISSIONS

The agricultural trade missions that went out early this spring into Northern and Southern European areas, South America and Asia to look into the possibilities of expanding international trade in "food and fiber" were in reality missions to convert their members to the "free trade" idea. That is the opinion of Executive Secretary Jones, formed in listening to the reports of the four groups on June 11 (see page 9).

THE PRESIDENTS' SECTION

The sheep industry isn't leaving the solution of its problems to legislative action alone. Efforts to overcome some of its difficulties are well covered in the Presidents' Section this month. Contributors are Presidents Noriega of California, Noh of Idaho, Withers of Oregon and Pfluger of Texas. (Page 18).

PRODUCTION CAN BE IMPROVED

More wool and greater body weights through selection and use of high-producing rams is the story told by the Texas Progeny Tests conducted during the last six years at the Sonora Experiment Station. This year's test (page 15) showed that grease wool of the ram lambs used in the test was a pound greater than the high point of the previous five years; clean wool weight was .7 of a pound higher; staple length was an inch longer than the best previous test. The rams tested—all of them Rambouillets—were sons of previously tested rams.

PRaise FOR THE WOOL BUREAU

Mrs. J. T. Murdock, president of the National Women's Auxiliary, commends most highly the personnel and work of The Wool Bureau, Inc., in this month's issue. Her article is based on a recent personal visit to the Bureau's New York Office. (Page 13).

CASH OR ACCRUAL METHOD

Stephen H. Hart, attorney for the National Live Stock Tax Committee, contributes another excellent tax article explaining the difference between cash and accrual methods of keeping farm or ranch books.

"This," says Mr. Hart, "is somewhat more technical than articles I have sent to you in the past, but it attempts to set up the choices available and explain their advantages and disadvantages."

It might be well to clip and save this article for future reference. It appears on page 10.



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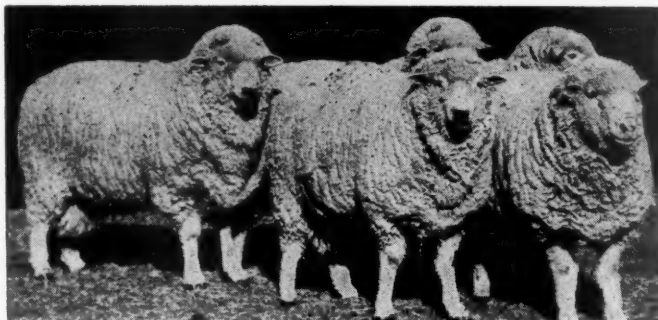
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**CONSERVATION HONORS TO TWO
WEST TEXANS**

Two stockmen of West Texas were awarded honors in the ninth annual "Save the Soil and Save Texas" program. The contest covered 52 West Texas counties.

Ray Jacoby of Fredericksburg was designated the outstanding farmer of the region for the past year. Under a brush eradication and careful grazing program, Jacoby has doubled the value of his pasture, despite the recent drought.

Elmer Steiler of Kerrville, in a similar improvement program, received the outstanding comeback award. Several other honors were distributed, including six to West Texas high school students for conservation essays. The awards were made at Alpine, Texas, on June 4.

COLONEL WENTWORTH BETTER

Colonel Wentworth, director of Armour's Livestock Bureau, has recovered sufficiently from the severe stroke he suffered last December 26 to be able to return home. He has regained the use of all the paralyzed muscles, and he needs only to develop more strength. His complete recovery is expected, and by fall he hopes to be back in circulation. In the meantime he will be convalescing at R.R. 1, Box 73, Chesterton, Indiana. His secretary, Miss Marie Aebischer, says the hundreds of messages of cheer and encouragement from his good friends have contributed a great deal toward his well-being.

**SWIFT AND COMPANY PURCHASES
OGDEN PLANT**

Swift and Company has purchased the large packing plant at Ogden, Utah, formerly owned by the American Packing and Provision Company. Swift's had been operating it under lease during the past five years. The plant covers an area from Kingman, Arizona, to the Canadian border and Reno, Nevada on the west, to Rock Springs, Wyoming, on the east. Announcement of the purchase was made in Ogden, June 8, by H. E. Wilson, vice president in charge of sales, Chicago.

The National Wool Grower

OGDEN GATEWAY CASE IN COURTS

The Denver & Rio Grande Western and the Union Pacific railroads continued their five-year battle over the opening of the Ogden Gateway in Denver on June 8. Hearing on the matter was started that day before three judges of the U. S. District Court.

The court case is based on an appeal by the D&RG from an Interstate Commerce Commission order issued in January, 1953. That order prescribed joint or through rates on certain livestock and other perishable goods moving eastward via Ogden. The D&RG is asking for such rates on all commodities. The U. P. maintains that no joint rates should be allowed.

The court decision has not yet been announced.

SMALLER CASH FARM RECEIPTS

Farmers received approximately 10.3 billion dollars from products marketed the first five months of 1954. This is four percent less than for the same five months last year. Receipts from livestock and products totaled seven billion dollars, about the same as a year ago, but crop receipts of 3.3 billion were down 10 percent, mostly accounted for by wheat, cotton, soybeans, tobacco, and vegetables. Livestock receipts stayed about the same as a year ago because declines for chickens, eggs and dairy products were offset by a substantial increase in receipts from hogs. Total cash receipts for May, according to the June 16 Agricultural Marketing Service Farm Income Situation report, are tentatively estimated at 1.9 billion dollars, slightly more than in April, but four percent less than in May a year ago.

ABOUT OUR COVER

Assistant Secretary Ed Marsh, on a trip in early June, stopped this attractive "action shot" on Highway 99 up in the



Shasta country of California between Redding and Weed. Ed saw two such double-deck trucks and trailers, loaded with sheep, rolling down the highway and aiding lamb promotion as they passed through cities, towns and villages.

Splendid idea, don't you think?

DECREASE IN FOREST FIRE DAMAGE

Despite extreme drought in many forest areas last year, there were 18 percent fewer fires than during the previous year, says Forest Service Chief Richard McArdle. The total for 1953 was 154,160, the lowest since 1946. The record shows that 30,186 were deliberately set; 22,537 brush and rubbish fires got out of hand; smokers caused 20,696; campfires started 5,140; railroads were responsible for 2,619; and lumbering operations caused 2,309.

WETBACK ROUNDUP

An extensive drive to gather up wetbacks was termed most successful by officers in southern California. Planned for June 17, widespread publicity made known that all Mexicans who were in this country illegally would be apprehended and returned to Mexico. The result was that many of the wetbacks "hit the trail" for home immediately. Out of an expected 4,000 or 5,000 roundup, only 2,030 wetbacks were taken into custody and returned to their homeland.

E. J. HANDLEY

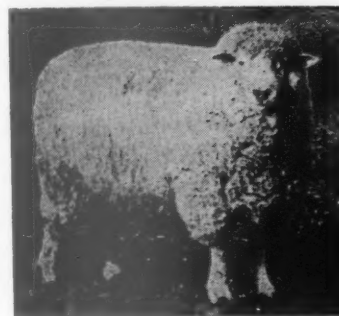
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4TH ANNUAL WASHINGTON

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Location of Sale — Livestock Pavilion, Washington State College,
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140 Purebred Yearling Rams and
23 Purebred Ewes will be offered for sale.

- Sheep day begins at 8 a.m.,
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- Sale Banquet will be held at
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- Ram Sale starts on August 12
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TELEPHONE NO. 3-4483

EDITORS: J. M. JONES and IRENE YOUNG

ASSISTANT EDITOR: T. R. CAPENER

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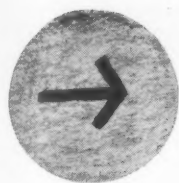
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SUBSCRIPTION RATES—Payment of dues in the National Wool Growers Association includes a year's subscription to the National Wool Grower. Dues and subscriptions are received along with state association dues by the secretaries shown for the following states: Arizona, California, Colorado, Idaho, Montana, Nevada, Oregon, South Dakota, Texas, Utah, Washington and Wyoming. To non-members \$5.00 per year; 50 cents per copy. Entered as Second Class Matter, January, 1913, at the Post Office at Salt Lake City, Utah, under the Act of March 3, 1879. Acceptance for mailing at special rate of postage provided for in section 1103, Act of October 3, 1917, authorized August 23, 1918.



Further Action on Wool Bill

by Executive Secretary J. M. (CASEY) JONES

THE wool bill passed the House of Representatives, July 2, 1954, in the overall omnibus farm bill. A last-minute amendment by Congressman Yates of Illinois, limited payments under the incentive plan to 110 percent of parity. At the present parity rate, this would be a national average price for wool of 65 cents at the limit as compared to the present loan support level of 52.3 cents. Efforts to remove the expiration date (March 31, 1956) in the House bill failed, but the House version does make the appropriations for the incentive wool payments automatic, which the Senate bill did not. These differences in the House and Senate versions of the wool program will, we hope, be ironed out satisfactorily when the measure reaches the conference committee after Senate action on the farm bill.

After a bitter fight, the House compromised on supports for basic commodities and its omnibus bill provides for flexible supports for them between 82.5 and 90 percent of parity.

Enactment of a National Wool Act of 1954 was moved a major legislative step closer to actuality with the passage by the House of Representatives of an omnibus farm bill which includes the Wool Act as an important sector.

This action came after one of the most hectic committee and floor battles ever seen in the Congress with a President attempting to force through, on the floor, basic amendments to the committee bill when the President's own party is the majority party of the Congress.

The Administration forces were fighting Republican leadership of the House Agriculture Committee in the battle to secure adoption of Secretary Benson's flexible price support program, while the committee farm bill was drafted with a one-year extension of rigid price supports.

Wool Bill — A Pawn

The battle between the two forces of opposing views on farm policy was the admitted reason for inclusion of the National Wool Act in the omnibus farm bill. Southern Democrats openly admitted that they led the fight to place the National Wool Act passed by the Senate in the over-all farm legislation in an effort to get sufficient Western Congressional votes to beat the Administration efforts to establish a flexible price support program. The battle had become so bitter that in committee Southern Democrats had been successful in limit-

ing the wool program, under the National Wool Act, to the date of March 31, 1956, and had removed the section of the measure providing the industry with means of self-help through a promotion and sales program for lamb and wool.

Industry effort succeeded in having the committee replace the provision for financing a self-help program but was unavailing in attempting to have the House Committee bill establish the Wool Act as a continuing piece of legislation as the Senate version did. That battle was carried to the floor and became another major issue in the over-all farm program debate.

A coalition of Western Congressmen, headed by Representatives John Phillips, Oakley Hunter and Clair Engle, led the fight for the wool industry after repeated conferences with the industry and Administration officials.

Previously the Administration had succeeded in separating from the omnibus farm program bill provisions concerning the disposal of surplus agricultural commodities in foreign lands through authorization to accept payment in currencies of the countries involved in such purchases. This left wool and one other provision as key Administration provisions in the bill at the time it was sent to the floor of the House by the Agriculture Committee. The other provision, very important to all agriculture, is one which would take all Agricultural Attaches in Consulates and Embassies of the United States throughout the world, out from under the State Department and place them under the direct supervision of the Department of Agriculture.

Farm Bill Goes to Senate

The fight for flexible price supports was based upon the President's announced intention of vetoing the entire bill if it was passed with a rigid price support provision. The bill has now been sent to the Senate where there is further battle over the rigid versus flexible price support program due on the floor of the Senate when the Senate Agriculture Committee sends their price support bill to the floor.

The wool bill was passed separately by the Senate and will be a subject of controversy in conference between the two Houses when the Senate passes their version of a farm program.

These steps now remain before there can be any final establishment of a National Wool Act as the program under

which sheep growers of the Nation will operate, at least during the next few years. There must be a Senate Committee report of a farm program, not including wool, to the floor of the Senate. There must be the enactment of a farm program by the Senate. Then there will be a conference between the two Houses including, on the one hand, the bill passed by the House of Representatives, in which wool is included as a part of the over-all farm program, plus the two separate bills of the Senate—one on farm legislation and one, the wool bill.

If the conferees can reach agreement their report will then be resubmitted to both Houses of Congress where it can be accepted or rejected by either one.

Majority legislative leaders in both Houses are now making a determined effort to close the Congress by July 31. Early, late and Saturday sessions of the Senate already have tempers frayed. The House, which must originate all appropriation and tax revenue legislation, is far ahead of the Senate on those matters and could recess much earlier than July 31, if the Senate were to pass their bills and agreement between the two Houses could be reached.

A Losing Battle

The industry fought a losing battle in its efforts to amend the Trade Agreements Extension Act. As requested by the President, it extends for one year his right to enter into agreements with foreign countries to cut tariffs.

In the House of Representatives the tactics were speed and Administration pressure to prevent any amendments. A bill was introduced one day, approved by the Ways and Means Committee the next morning, approved by the Rules Committee that afternoon, debated the next day, and voted through the House under a rule which permitted no amendments to be offered.

On the Senate side the Finance Committee held no hearings and the measure was quickly scheduled for floor action. Senator Karl Mundt of South Dakota led a group of 14 Senators from both parties in offering an amendment which would have provided that rulings of the Tariff Commission are mandatory on the Executive Department when made in connection with price support programs of the Department of Agriculture.

This amendment was voted down by a vote of 52 to 23 when Majority Leader Knowland, obviously reading from a document prepared by the White House, took the floor with strong Administration

objections because the bill would take authority away from President Eisenhower.

Valuable Amendments

Two amendments were adopted by the Senate, both of which are of value to the wool industry. One of these states point blank that nothing in the Extension Act shall be construed to mean that the Congress of the United States recognizes the General Agreement on Tariffs and Trade (GATT) reached in Geneva in 1948. That was the agreement under which wool tariffs were reduced 25 percent.

Senator Eugene Millikin of Colorado, Chairman of the Senate Finance Committee, in pleading for the extension of the Trade Agreements Act for one year promised the Senate that the Administration would review GATT and submit it to the Congress for approval or rejection early next year when the entire tariff and international trade picture of the United States would be under full review by both Houses of Congress.

The second amendment adopted prohibits the President from lowering the tariff on any essential defense product which has not reached the production goal set by him.

The bill was quickly approved by the conference committee, reaffirmed by both Houses and signed by the President on July 1. And next year will probably see the U. S. negotiating trade agreements with Japan. Every effort will be made by the present Administration to bring Japan into GATT. This creates the danger of shipments of textiles from Japan into the American market. Japan, at the present time, is one of the large buyers of Australian wool.

England Wants Trade

While no great public press comments were made concerning the trade policies of England and the United States while Churchill and Eden were in Washington, it is known that England is still pressing for a greater trade between the U. S. and the British Commonwealth on the three big items of export controlled by the British. These are wool, tin and rubber.

The battle is still going on over bills to simplify customs procedures on products imported into the United States.

Industry interest in this matter centers in the provisions of the law designed to prevent foreign countries from dumping products on the United States market at unfair prices in order to relieve their own over-supply situation or to obtain American dollars.

Major Victory

One of the major victories of the industry in this session of Congress, with the pressures for free trade and repeal of the Buy American Act, has been an



A BERRY AMENDMENT EXPLANATION

Representative E. Y. Berry, South Dakota, explains to wool growing officials the effect of the Berry Amendment included in the Defense Department Appropriations Act. Shown from left to right are James Lemmon, president of the National Wool Marketing Corporation; Robert Franklin, NWGA counsel; Rep. Berry; and J. M. Jones, NWGA executive secretary. The Defense Appropriations Act has now gone to the President for his signature with the Berry amendment. It provides for the use of domestic wool in defense purchases.

amendment to the Defense Appropriation bill, again sponsored by Congressman E. Y. Berry of South Dakota, prescribing that any money spent by the Defense Department for wool products must be used to purchase American wool.

Efforts have been unavailing thus far to get House action for passage of the Forestry Grazing Bill already passed by the Senate and strongly supported by the wool growers.

Herder Supply Bills

The Senate has passed and sent to the House two bills important to the industry from the standpoint of labor supply. S. 2862, authored by Senator Pat McCarran of Nevada, provides for the importation of 385 shearers above and beyond the quotas available under present Administration law. It also removes restrictions which have slowed down importation through the California Range Association during the past year so that the number of herders imported under regular immigration law can be at least doubled during the next year over the fiscal year just ending (June 30, 1954).

S. 2074, sponsored by Senator Herman Welker of Idaho, provides legal status for the shearers in the United States on an illegal basis who have proved their worth to the industry. This represents the last effort on the part of the industry as a whole to legal-

ize status of men employed in sheep herding who had come to the United States without proper clearance prior to the industry's support of the McCarran-Walter Immigration and Naturalization Act. This bill, with S. 2862, should put the industry on a sound footing in regard to labor supply. The industry has pledged that its fight for a labor supply from this point on will be made on a basis of legalized entry for needed men.

Appropriations for disease control and experiment work on livestock have been followed through and funds cut by the House of Representatives were restored in the Senate and later accepted by the House. In an economy Congress the agencies in the Department of Agriculture, in which the wool growers are interested, have fared well.

Most of the battles of this Congress have paled into a relatively insignificant position when compared with the battle to preserve the wool bill in the face of determined fights in both Houses of Congress to tie the Administration sponsored measure into the demand for rigid instead of flexible price supports.

The irony of the situation is the fact that there is very little opposition to the wool bill but every legislative step forward for that measure has meant a hard fight over the basic agricultural policy of the Nation, because the wool bill had such widespread effort.

President Hears Tariff Plea

Executive Secretary Jones of the National Wool Growers Association was one of four representatives of the Nation-Wide Committee of Industry, Agriculture and Labor on Import-Export Policy, who conferred with President Eisenhower on Tuesday morning, June 8, 1954.

WITH O. R. Strackbein, committee chairman, as spokesman, they presented the position of the Nation-Wide Committee on the general problem of tariffs and trade and its relation to American industry. (His statement slightly condensed, appears below.)

"The President gave us 30 minutes," reports Secretary Jones. "He was very kind, very personable all the way through. He listened to us without interruption. After Mr. Strackbein had made his formal report, the President, in five minutes, showed that he fully understood the situation, but that from his standpoint, it could not be handled in any other way than as he has recommended. He made it very clear that in everything he does he must take into consideration the matter of security. This point was not covered in our presentation. In many angles of the present upset world situation, the President feels trade is a major factor in maintaining security, and our conference with him did not turn him from that stand."

"However, he was very reasonable and considerate and it was an interesting experience to visit with him."

Secretary Jones represented the agricultural members of the Nation-Wide Committee, which is made up of 60-odd groups. John Auerbach, executive secretary of the Bicycle Institute of America, Inc., was industry's representative in the conference, and John T. Jones, director of Labor's Non-Partisan League, United Mine Workers of America, represented labor.

The Tariff Problem Report

MR. PRESIDENT, we appreciate very much the privilege of seeing you and of presenting to you our views on tariff and trade policies. We feel that some highly important aspects of this question have not been brought to your attention.

The Nation-Wide Committee of Industry, Agriculture and Labor on Import-Export Policy is made up of 60-odd business, labor and agricultural groups which are concerned with cheap import competition, mostly made possible by much lower wages and a lower standard



TARIFF ADVOCATES GIVE VIEWS TO PRESIDENT

President Eisenhower was recently given facts on the damage to American industry and agriculture from low-wage foreign imports, when representatives of the Nation-Wide Committee of Industry, Agriculture and Labor on Import-Export Policy paid a visit to the White House. Left to right: John T. Jones, director of Labor's Non-Partisan League, United Mine Workers of America; John Auerbach, executive secretary, Bicycle Institute of America, New York City; O. R. Strackbein, chairman of the Nation-Wide Committee; J. M. (Casey) Jones, executive secretary-treasurer, National Wool Growers Association, Salt Lake City, Utah.

of living in foreign producing countries. After a careful study of the questions involved, we strongly feel:

1. That the authority to negotiate further trade agreements by the Executive should expire June 12, 1954.
2. That the Congress should enact H.R. 9159 and 9185 (almost identical measures known as the Hunter-Bailey bills) which would return to Congress its Constitutional responsibility to impose duties and regulate foreign commerce.
3. That the United States should withdraw from the General Agreement on Tariffs and Trade (GATT) on June 30, 1955, unless it is approved by Congress meanwhile.

On behalf of the Nation-Wide Committee of Industry, Agriculture and Labor on Import-Export Policy and the groups which it represents, we wish to emphasize that we favor the largest volume of imports consonant with our

own stability, prosperity and security.

Nevertheless, that there are fundamental factors affecting foreign trade cannot be overlooked. Outstanding among these factors is the inability of many of our industries to pay the American wage scale and compete successfully with imports. This is a reality which cannot be ignored without bringing upon ourselves the most unhappy consequences.

* * * * *

There are a few large American mass-production industries that enjoy a level of productivity that permits them to compete successfully with imports. Many other industries, including industries vital to our prosperity and security, do not enjoy this advantage and therefore cannot meet the lower wages and lower costs prevailing in many foreign countries. Since World War II, many industries abroad have been rebuilt and equipped with the most modern machinery and techniques with the help of our funds. Their wages are much lower than those paid in the

United States. Unless adequate protection is given American industries, these will be crippled or put out of business altogether. It should be kept in mind that the American employer is no longer free to reduce wages as a means of meeting low-cost import competition; nor can he purchase his materials at lower prices because of such competition. He has many fixed burdens, costs and obligations that cripple his competitive ability.

It is no accident that most of the unemployment in the country today is in the industries which are hurt by import competition.

It is unrealistic to talk of the United States today as a high tariff country and give the impression—as has been done by advocates of further tariff reduction—that our tariffs are a major factor in world trade restrictions. The United States, comparatively speaking, is a low-tariff country. Only seven countries have lower average duties, while thirty-five have higher duties. Almost 60 percent of our total imports are free of duty altogether. From an average rate of 50.2 percent during the 1931-1935 period, the American tariff rate has dropped to a little over 12 percent on dutiable imports. The per capita imports of this country have approximately doubled in *physical volume* since 1938-39. Import *values* have risen nearly five-fold.

* * * * *

We are not unmindful of the international implications of our trade policies. We can see no reasonable objection, however, by any country to the adoption by this country of a basis of fair and reasonable competition for imports.

If we examine the domestic interests which are opposed to our adequate protection against imports, we find powerful groups advocating further tariff reductions while they themselves are among the most completely protected of all against import competition. For example, spokesmen for the wheat and cotton producers are prominent among those who urge increased import competition for others than themselves. Wheat and cotton enjoy almost complete protection against foreign competition through highly restricted import quotas. In the case of wheat, not only is this crop protected against imports, but export subsidies help sell this grain abroad. Furthermore, cotton exports have been greatly helped by the funds we have given to other nations to purchase our goods.

Other agricultural groups also have the protection of import quotas but are consistent in advocating adequate protection for others as well as themselves.

Wheat and cotton interests excuse themselves by saying that import quotas are necessary to protect the price support programs. This is true, but it is also true that the American wage scale in many industries needs protection against imports for the same reason, since minimum wage and other labor legislation help maintain high wages no less than farm support prices help maintain farm prices.

It is our feeling that some of the powerful groups which favor further tariff reductions are moved by selfish interests which they seek to disguise by generalities and hide under the cloak of patriotism. The time has come when the national interest requires a calm and sober reappraisal of trade policies which at best have outlived their usefulness.

The threat of import competition cannot be measured simply in terms of present unemployment and injury already inflicted upon our economy. Perhaps the greatest threat lies in the effect that such competition has on plans for future expansion. We must have an expanding economy if we are to carry the national obligations of today. The present national debt is nearly four times as high as our national income of 1939; and the annual budget is about as high as was the total national income in 1939. A substantial recession in the United States would do far more harm to the rest of the free world than any benefits coming from increased exports to this country as a result of tariff reductions.

A gaping inconsistency lurks in the arguments for further tariff reductions and trade concessions at this time. On the one hand, it is contended that the industries which would be hurt are comparatively small and inefficient. If this is true, the increase in imports that would result from the reductions proposed would help other countries very little and would not accomplish the results sought. On the other hand, if important and vital industries in this country would be hard hit by increased import competition, our entire economy and security might be endangered.

The fact is that the industries and farm crops which are vulnerable to import competition represent an important part of our total economy. They cannot be dismissed as mere uneconomic and inefficient fringes. Nor can they be injured or seriously threatened without weakening the economy as a whole.

In view of the facts cited, we commend to your serious consideration the tariff and trade proposals contained in the group of similar bipartisan bills recently introduced in Congress, exempted by the Hunter-Bailey bills cited above.

In Memoriam

SENATOR LESTER C. HUNT

The wool growing industry joins with the Nation as a whole in mourning the tragic passing of Senator Lester C. Hunt of Wyoming. He died in Washington, D. C., on June 12 of a self-inflicted gun-shot wound. Two days earlier Senator Hunt had announced that he would not stand for re-election this coming fall, for reasons of health.

A dentist by profession, Senator Hunt had devoted 20 years in service to Wyoming, including the Governorship of the State from 1942 to 1948. He was elected to the United States Senate in November 1948 and his term would have ended on January 3, 1955.

During his years in the Upper House, Senator Hunt had been a very good friend to the sheep industry, working and voting for legislation in its behalf. His last political act, it is reported, was to become co-sponsor of a proposed amendment to the Trade Agreements Extension Bill at the request of the wool growing industry.

MARK AUSTIN, JR.

Mark Austin, Jr., 58, died in a Salt Lake City hospital on June 18 of a cerebral hemorrhage.

Mr. Austin was division manager of the Sunbeam Corporation, which manufactures shearing equipment among its many products. Mr. Austin had been with the company since 1923. At the time of his death he was a director of the Intermountain Electric Association and a member of the Salt Lake City Rotary Club and Salt Lake Chamber of Commerce.

Mark Austin was particularly well known to members of the sheep industry. He had served many years as a very efficient assistant in the auction ring of the National Ram Sales. He had also attended many National and State wool growers' conventions. His amiability and integrity won him many friends.

Mrs. Austin, one son, four daughters and eight grandchildren survive.

* * *

PRODUCTION BULLETIN

"Increasing Forage Yields and Sheep Production on Intermountain Winter Ranges," is the title of a USDA bulletin (Circular No. 925) written by Selar S. Hutchings and George Stewart.

Circular No. 925 may be obtained from the Superintendent of Documents, U. S. Government Printing Office, Washington 25, D. C. Price is 20 cents.

TRADE MISSIONS FOR "FREE TRADE"

by Executive Secretary J. M. (CASEY) JONES

THIS morning (June 11) I went down to the Department of Agriculture to sit in on the industry session of the report on the trade missions that went out early in April to "explore the immediate possibilities of expanding international trade in food and fiber," in northern and southern Europe, Asia and Latin America.

This project was one of the recommendations made by President Eisenhower in his message to Congress on January 11.

Mr. Clayton E. Whipple of the USDA's Foreign Agricultural Service opened the meeting and introduced Mr. W. Rhea Blake of the National Council who served as chairman of the meeting.

Dean H. J. Reed of Purdue University, who headed the mission to South America, gave the first report. In my opinion, little constructive information was contained in his statement. A great many countries were covered but not much of an idea was given as to what was needed or how the problem could be solved. There is no common denominator running through the South American countries; the problems of each one are different. There is a definite need for our goods, Dean Reed said, but he did not indicate whether it was for goods of an industrial nature or for agricultural products. The people down there are interested in private trade, he pointed out, and there are many opportunities and countries that could be very well developed. A great deal of competition is coming from other countries throughout the world and they are doing a much better job of selling than we are, in the opinion of Dean Reed. He indicated that it would be necessary to have a more aggressive selling policy and to be sure that goods sent to those countries were of high quality.

The next speaker was Mr. Homer L. Brinkley, executive vice president of the National Council of Farmer Cooperatives, who headed the mission to Asia. Mr. Brinkley's report to industry was most objective, interesting and from all appearances, very factual. State trading is the grave threat in that area, he said. The most important need

there is to build up the maximum use of the individual in trading. With Japan as the exception, Mr. Brinkley said the countries in many instances are underdeveloped; that is, they have great undeveloped areas. He didn't see where it would be possible in some of those areas to move agricultural surpluses. He indicated in fact, that there had to be a great development economically before much trade could be carried on. There is a great deal of unemployment in Asia, and living standards are particularly low. It is not uncommon, he said, for the per capita earnings per year to be less than \$50. Apparently the great fear there is the return to colonialism.

Japan, a unique country, Mr. Brinkley said, occupies a very important position from the standpoint of the U. S. In his opinion it is going to be necessary for the U. S. to take care of Japan and see that she progresses industrially as well as economically.

Mr. Brinkley expressed the thought that trade missions of the kind instituted this year were a step in developing foreign economic policy. There was a very definite need for a clearer understanding of the problems of foreign countries in order to do a good job.

Mr. J. B. Hutson, president of Tobacco Associates, a former Government employee, gave the European report. He led the northern European group after it became necessary for its chairman, Mr. F. R. Wilcox, to undergo an emergency operation in London. Since he had also covered some of the southern European territory, Chairman Blake asked him to report on that area as well.

There is no doubt that the purpose of these trade missions was to sell their agricultural leader members on free trade. This was brought out very cleverly by Mr. Hutson. First, he said the U. S. is very severely criticized for its high tariff rates that prohibit the importations of goods from European countries. He did mention that their labor was cheaper than ours but did not seem to take it too much into account.

Second, he noted that the propaganda that we are high protectionists injures our country. Third, the delay and confusion in connection with import policies of the United States is a detriment to freer trade.

In other words, Mr. Hutson related that these people over there dislike everything that restricts trade—free trade doctrine.

The people over there, he said, are very critical of our present customs methods. In this connection, he pointed out that there was a bill in Congress called the Customs Simplification Bill which would take care of many of these problems. Specific trade practices opposed by our foreign friends were listed by Mr. Hutson. The Anti-Dumping Law is opposed because they never know at what time some one may attempt to stop the importation of a commodity. They are critical of the Buy-American Act. They are critical of the "escape clause" in the Trade Agreements Act.

Mr. Hutson did say, however, that these criticisms were largely psychological, because in most instances they had never been put to use—but it is the continuing uncertainties that give rise to the difficulties in these foreign countries.

In other words, Mr. Hutson gave a free trade speech and it certainly would not have been necessary for him to make the tour and spend the taxpayers' money to get the information he gave.

Mr. Blake made some additional comments on the European situation. The greatest single problem, in his opinion, is the shortage of the dollar exchange. Foreign countries, he said, have been guilty of building up trade restrictions in many instances far beyond ours; in fact, the U. S. is a leader in reducing trade restrictions. He did state, however, that foreign trade restrictions have reached a climax and are beginning to move downward.

In Mr. Blake's opinion we must get back to the basis of multilateral trade and convertibility of currency for economic wealth to flow from one country to the other.

The three major factors the U. S. has to meet in order to trade our goods with these foreign countries, Mr. Blake said, are price, quality and a very accelerated sales effort on our part.

That completes the report on the trade missions. I must reiterate my conviction, however, that the underlying purpose of these trade missions was to permit freer trade on the part of the U. S. without going too far into the restrictions in foreign countries.

The Cash vs. The Accrual Method Of Keeping Income Tax Books

by STEPHEN H. HART
Attorney, National Live Stock Tax
Committee

I'M not going to try to solve all the rancher's income tax problems by a discussion of the cash and the accrual methods of keeping his books and filing his income tax returns, but I do hope that we can explore the differences between the cash and the accrual methods as applied to ranch operations. I plan to devote most of my time to discussing the problems of livestock producers. What I will say here today is subject to the very widespread changes in tax laws now being considered by Congress—the law of today will probably be changed considerably by coming Congressional action.

Cash and Accrual Methods

Everyone knows in general the difference between the two methods. A taxpayer on the cash basis realizes a deductible expense for income tax purposes at the time of payment and receives income at the time of actual receipt, regardless of the time when such expense item became due and payable and regardless of the time when such item of income was actually earned. The accrual method, on the other hand, counts an item as an expense or an income when it becomes payable or receivable, regardless of the actual time when it is paid or received.

Economically speaking, the cash and accrual methods will result in the long run in the same amount of profits or losses, but because of the annual concept of computing profits and losses and the graduated and varying rates of income taxes, the cash and accrual methods will often yield substantially different annual results. The accrual method more truly reflects the operating picture of the business whereas the cash method often distorts the true picture because of delays or acceleration in payment of expenses or receipt of income.

Implicit in the title of this talk is a rather novel proposition in the field of accounting and in the field of income taxation—namely, that most ranchers are granted the option of reporting for income tax purposes on the cash basis or the inventory basis, whichever they choose. Income tax regulations specify for taxpayers in general that inven-



STEPHEN H. HART

tories must be used in all cases in which the production, purchase or sale of merchandise of any kind is an income producing factor. Since ranchers are in the business of producing merchandise for sale, they are an exception to this requirement. The regulations also provide that if inventories are required, no method of accounting will correctly reflect income in regard to purchases and sales except an accrual method. Yet we will discuss later the very wide spread practice of ranchers keeping their books on the cost basis except for the use of inventories. If this practice is proper (and we think it should be) then the two major accounting alternatives for ranchers should be called cash and "inventory" instead of cash and "accrual," and the title of this paper is all wrong.

Can't Keep Perfect Records

There are two good reasons for allowing the cow and calf rancher to use the cash basis. In the first place, by nature and environment, a rancher cannot be expected to keep as elaborate or theoretically perfect records as a banker or automobile manufacturer. His office is his saddle, and he hasn't the assistance of a battery of high-priced accountants. He must be, and is,

given the privilege of simple records and tax returns.

Secondly, the nature of the property with which he does business is different from that of any other businessman. A calf may become a mature cow or bull used for the production of other calves, and hence factory. Or it may be sold as a heifer or steer like any other item of inventory. When the calf is born the rancher cannot generally tell for which purpose it will be held. Also, the cow held for the production of calves itself grows old and eventually is sold for meat. Thus, livestock is of an ambiguous or two-way nature. It may be inventory or factory, and the factory eventually is held for sale. Thus, although for accounting purposes livestock may be included in inventory, it is not a true inventory item and inventorying should not be required.

On the other hand, the cattle feeder is in a somewhat different position because his costs are more readily ascertainable and all his cattle are held for sale primarily to customers (there is no two-way character to these animals). As a practical matter, the accrual basis is probably more advantageous for the feeder because it tends to match his costs against his profit and to level out the hills and valleys of income throughout the years, thus keeping taxable income in the lowest possible brackets over a period of years.

Inventory Valuation Methods

If inventories are used, there are several different methods of valuing them which may be used by the rancher. Since it is practically impossible accurately to determine and allocate the costs of producing cattle, very few ranchers use the cost method or the cost or market whichever is lower method, which are customary in most business. The farm price method fixes the values as estimates of the approximate value of the animals on the farm at the time of taking the inventory based on prices at the nearest market less costs of disposition. The unit-livestock-price, or "constant price" method values the animals at the rancher's approximate estimate of normal costs of production at the time he first adopts the method. If, at the time the original estimate is made, calves normally cost the producer about \$25 to raise and cows \$50, he can adopt those prices and must continue to use them year after year regardless of fluctuations in costs or market values.

There has been some talk about valuing inventories upon other methods such as LIFO, (last-in, first-out) but so far as I know, no large-scale producer has adopted the LIFO method, probably among other reasons because

it requires valuation at cost. Even on the cash basis, of course, the cost of purchased animals cannot be deducted as paid, but it must be carried as a deferred item and used to reduce the profit on sale of the animals involved. Regardless of the accounting method used, whether cash or inventory, and the method of valuation, animals purchased for breeding, dairy or draft purposes may be capitalized and depreciated over their useful life.

Advantages and Disadvantages

The cash basis has the advantage of utmost simplicity, and as we will see from the practical application of these principles to an actual case, it has an actual dollars-and-cents tax advantage when applied to capital gains on the sale of breeding livestock. The cash basis has the additional advantage of flexibility by permitting a producer to choose the time when he will incur income by making a sale or when he will acquire a deduction by purchasing supplies and feed. The cash basis has the disadvantage of ballooning income into high tax brackets in years when, through choice or force of circumstances, a producer has to sell more than usual and is unable to offset the increased income by advance purchases and payment of expenses. This disadvantage, however, is largely obviated by the ceiling of capital gain rates on sales of the breeding herd. Also, in a poor market year, a taxpayer on the cash basis may be forced to make sales in order to have income against which to deduct his expenses.

The accrual method has the advantage of tending to even out rises and falls in income more or less automatically and avoids the taxing at high rates of forced sales or bunching up of income. Also, expenses may be deducted in the year incurred whether or not they have been actually paid, thus avoiding any need for borrowing of cash at the end of the year for the purpose of paying bills. And finally the accrual method makes for more accurate bookkeeping, and truer financial statements. On the other hand, the accrual method has certain disadvantages. An accrual taxpayer is unable to take full advantage of the capital gains law when he sells breeding, dairy or draft livestock. The accrual method requires more complex record-keeping and income reporting, and often an income tax must be paid on inventory increases either in numbers or value, which may prove to be only "paper profits."

Probably the most disadvantageous method income taxwise for a cow and calf producer is the accrual basis with inventories valued at farm-prices. In a period of rising prices, the producer will pay substantial income taxes on

purely paper profits resulting from the increase in value during the year of animals on hand at the end of the year, which profits may never be realized when the animals are sold in later years. The tendency of the farm-price method is to accentuate the hills and valleys in a producer's income, and, thus, in effect, offset a principal advantage of the accrual method. It practically eliminates, moreover, the advantage of capital gains in sale of breeding stock. For a feeder, on the other hand, the farm price inventory method is highly advantageous.

Hybrid Methods of Accounting

Many livestock producers compute income by means of inventories, but actually report all their other transactions such as payment of expenses, taxes, interest and receipts from the sale of cattle, hay and other products on the cash basis. As a practical matter, this is probably the simplest way a producer can keep his books, and at the same time get the benefits of using inventories, with little more than a check book and a cattle count. As long as the practice is followed consistently, and as long as expenses and income are kept reasonably current, this hybrid method should be considered perfectly satisfactory. It reflects income more accurately than the cash basis. And in years past, Internal Revenue agents have generally approved this method for hundreds of thousands of stockmen. However, occasionally when other items in a tax return are questioned, some revenue agents have also criticized this method. Since this practice is followed by so many producers, and since this method, if used consistently, will reflect income just as clearly as the pure cash basis, I think the Commissioner is wrong in trying to force ranchers who inventory their livestock to use the accrual method in all respects.

The *Diamond A. Cattle Company* case, 21 T. C. #1, decided October 9, 1953, holds in effect that a large-scale cattle producer using unit-livestock-price inventories and keeping certain accounts on an accrual basis must keep all its accounts on the accrual basis. There is a very strong dissenting opinion in this case. It is based on the argument that the computation of income by the means of inventories alone does not mean that the cattle producer must use the accrual basis. Actually, the Commissioner only required one large item to be placed on the accrual basis and left a number of smaller items on the cash basis. This case will undoubtedly be appealed, and it can probably be distinguished from the regular operation of most livestock producers because the taxpayer did keep books and tabbed some of its accounts

by the labels customarily used in accrual accounting, such as accounts receivable and accounts payable. This is not true of the ordinary operator, and the language of the majority opinion in the case is significant:

"This is not a case in which the Commissioner has attempted to change a long-established and consistently used method of accounting on the ground that it does not clearly reflect income or on any other ground. Instead he has merely insisted, as the law and regulations require, that the petitioner consistently follow the method of its choice, i.e., an accrual method, with respect to several substantial items which would have to be accrued under any proper accrual method. . . ."

Purchased Animals

My experience has been that there is a great deal of misunderstanding and confusion among livestock producers and often their advisers as to the proper treatment of purchased animals on the unit-livestock-price inventory basis. The most common difficulty seems to be that purchased animals are often included in ending inventory of the year of purchase at the unit-livestock price rather than the purchase price, although the cost of purchasing such animals is deducted in the year paid. This treatment, of course, gives rise to an understatement of income for that year by the amount that the purchase price exceeds the unit-livestock price. This is an erroneous treatment clearly contrary to the regulations and has been the source of a great deal of controversy between livestock producers and the Commissioner, although most of the cases have been settled out of court.

When a revenue agent discovers this improper treatment, he will increase the ending inventory for the year by the amount of the difference in purchase price and unit-livestock price, thus increasing income for the year by that amount. But he will often refuse to make an adjustment in beginning inventory for that year to reflect the purchase price of animals on hand at the beginning of the year which were erroneously valued at the unit-livestock price.

The law is quite clear that if the Commissioner makes an adjustment to the value of ending inventory for a particular year, he must make a similar adjustment to beginning inventory for that year in order to prevent a distortion of income. The argument of the Commissioner has been that the upward adjustment in beginning inventory will allow the taxpayer to escape paying an income tax resulting from the erroneous treatment of the purchased animals in earlier years. This is true

(Continued on Page 40)

R. C. Pollock Retires

On June 30, 1954, R. C. Pollock retired as secretary-general manager of the National Live Stock and Meat Board and also as its director of research. He will now serve as consultant to the board.

Mr. Pollock has been general-manager of the Meat Board since its beginning in 1923.

The growth of the Meat Board through its 31 years into one of the top research, educational and promotion agencies of this country is known to sheepmen, along with other livestock groups and other segments of the industry. It can be said, too, without fear of contradiction, that no single person deserves more of the credit for its achievements than R. C. Pollock. His ability to coordinate and put into effect the recommendations and suggestions of the representatives of the various parts of the livestock and meat industry who make up the Board; his recognition of the value of research and its proper application; his wise use of available funds; his intelligent selection of staff members who, through his own enthusiasm for the work, have been inspired to give peak performance on every occasion—all of these are indicative of superior leadership.

Mr. Carl F. Neumann, the new secretary-general manager, has served as Mr. Pollock's assistant during the past year. He comes to the organization with an excellent background in various phases of livestock education, research and promotion work that gives assurance of the continuing achievement and progress of the National Live Stock and Meat Board.

WINDER RE-ELECTED BOARD CHAIRMAN

At the close of the 31st annual meeting of the National Live Stock and Meat Board, G. Norman Winder, Denver, Colorado, was re-elected to serve as chairman of the Board for the second term.

Other officers re-elected were: John F. Krey, St. Louis, Mo., vice chairman, and Frank Richards, Chicago, treasurer.

Carl F. Neumann, who has been assistant general manager of the Board for the past year, was elected secretary and general manager. He replaces R. C. Pollock, who is retiring as secretary-general manager and director of research, as of June 30. Mr. Pollock, however, will serve the Board in a consultant capacity for a period of time.

Mr. Neumann, a graduate of Oklahoma A. & M. College, has a wide background in the livestock field and in education and research, as well as years of experience with radio and farm publications.



R. C. POLLOCK
was general-manager since 1923 beginning.

Nation-Wide Interest Increases for Meat

THIS past year has brought increasing evidence of the nation-wide interest in the subject of meat on the part of a diversity of groups and interests. On every hand there is proof of the fact that the newer knowledge of meat selection, buying, preparation for the table, meat merchandising, and nutritive value of this food have exerted a powerful impact on the demand for meat."

This was General Manager Pollock's opening statement in his report to the National Live Stock and Meat Board, assembled in Chicago on June 17 and 18 at their 31st annual meeting. G. N. Winder, the National Wool Growers Association's representative on the Board presided as its chairman.

"The Board was organized in 1923," Mr. Pollock continued, "and during the 31 years in which it has functioned as an all-industry organization our annual output of meat has increased by some 7.1 billion pounds or about 40 percent.

"During that same period our population has increased from 113.5 million to more than 161 million—an increase of about 48 million persons. This increased production of meat, our increased population, together with the

ever-increasing competition from other foods, have added materially to the Board's tasks in the fields of meat research, education and promotion."

The Board met this challenge during the 1953-54 period, Mr. Pollock said by:

(1) Presenting 271 meat programs on television stations in 139 cities of 42 States—programs which averaged about 25 minutes each in length;

(2) Reaching over 300,000 homemakers through 44 cooking schools in cities across the country and through special homemaker programs.

(3) Setting up educational meat exhibits at State fairs, livestock exhibitions and other events, which were attended by some 4,400,000 persons. Meat displays installed at conventions of such groups as the American Medical Association, American Public Health Association and others received the close attention of physicians, dentists, dietitians and others in the professional field.

(4) Furnishing upon request to individuals and to various groups, millions of copies of meat literature covering all phases of the meat picture. A total of 8,700 audiences witnessed showings of the Board's two sound motion pictures.

(5) Disseminating the meat message through the radio, through columns of daily, weekly and industrial press, meat training schools, meat judging contests, a meat poster contest and through many other channels.

(6) Sponsoring research projects at the Universities of Minnesota, Wisconsin, Illinois, Texas School of Medicine, Pittsburgh, and Iowa State College. One of the research projects is designed to determine the value of meat under stress conditions. Others include a project to find out the effect of eating a pound of meat a day for a year, the determination of unknown factors in meat, the protein requirements of elderly women.

"Sometimes one feels," Mr. Pollock concluded, "that we of the livestock and meat industry do not appreciate its magnitude—its contribution to our economic welfare and the Nation's health. Statistics show, for example, that 30 percent of the world's annual meat supply is being produced on America's farms and ranches.

"In the 10-year period ending with 1953, meat production has averaged nearly 23 billion pounds annually—or 63 million pounds per day. It is pleasing to report that in this 10-year period when our population has been increasing at a record-breaking rate, the consumption of meat per capita has more than kept pace. The average annual per capita consumption of meat in the 1944-53 decade averaged 12.9 pounds more than in the previous 10-year period."

A VISIT TO THE WOOL BUREAU

by MRS. J. T. MURDOCK

PRESIDENT, NATIONAL WOOL GROWERS

AUXILIARY

I SHALL always be grateful for the opportunity and privilege of visiting the personnel of The Wool Bureau, Inc., each one refreshingly friendly and each one filling the position he or she holds on the staff with efficiency and real human interest, ever striving to improve an already highly effective activity.

It is indeed a joy to know Mr. Max F. Schmitt, president of the Bureau. His executive ability is evident in the very fact that each member holds him in high esteem. His friendly attitude and the manner in which he accepts ideas from his staff concerning improved methods of operations are typical of his excellent executive ability.

Attended Staff Meeting

I was afforded the opportunity of attending a staff meeting. The outstanding things of these weekly meetings are the friendship that each person holds for the other, the exchange of ideas and the way they have of working out problems together. Each one enjoys the same importance as the other in the overall operation of this great institute. It is a testimony to Mr. Schmitt's leadership and an assurance that the Bureau will continue to be well regulated and stimulated by his past experience and training. Your wool Bureau is in good hands.

You could say that Felix J. Colangelo, (called Phil by everyone) secretary and treasurer of the Bureau, is its pulse. He is delightful to know and most efficient in the handling of his responsibilities. The expenditures of the Bureau departments are under his supervision with, of course, recommendations from the President, Executive Committee and Board of Directors.

In his files are the records of the work of the Bureau, concise and accurate. He is expert in his field. He also assists with the overall operation of the Bureau. His years of experience and associations in the wool textile trade make him a very valuable staff member.

Women's Publicity Director

One has only to be in the company of Betty Tanner a few minutes to feel the warmth of her charm and personality. Betty is doing a most outstanding

work as Director of Women's Wear Publicity. Her department seeks to keep the subject of wool foremost in the public's attention and is succeeding through the use of national news syndicates, newspapers, magazines, radio, television and motion pictures. There is a constant flow of fashions and uses of wool.

From her coverage of the seasons' leading openings and other sources, Betty highlights the news in wools and worsteds. Under her direction many major events and shows are presented before groups which have an unusual opportunity to pass on the story, such as newspaper editors, radio and television broadcasters. In Betty's own words, "It's the philosophy of this department that by reaffirming the qualities of wool and focusing the women's attention on the fashion leadership and the performance qualities of wool they will be alerted to buy and prefer wool fabrics above all other materials."

Men's Publicity Director

The radiant personality of Wright Johnson, Men's Wear Publicity Director, always shines through the constant twinkle of his eyes and his ready smile. The program of this division is concentrated in the distribution of features and general articles on men's clothing styles in wool, to the newspapers. Special presentations of wool men's wear are prepared for television programs and special features on men's wear are placed with news syndicates. A column, accompanied by photographs, is maintained in weekly newspapers throughout the country. The department under Wright's direction never misses an opportunity to emphasize the importance of wool in men's styles.

Charming, dark-eyed Dorothy Burgess is fun to be with and so full of interest in her work that it radiates from her at all times. The Education Department, of which she is director, is so wide in its scope that it would take pages to cover its activities. It is most important because, without the channels of education, how would the public know of the values and the wide use of the "Wonder Fiber, Wool"?

Special educational programs are prepared to reach home economics teachers, retail sales people, and consumers. Already this program is reaching large numbers of persons. For example, during the year, 32,000 sales



A VISIT TO THE WOOL BUREAU

Mrs. J. T. Murdock (second from left) of Heber City, Utah, National Wool Growers Auxiliary president and contest director of the "Make It Yourself with Wool" Home Sewing Contest, discusses the \$35,000-prize competition in New York with personnel of The Wool Bureau. Left to right are Felix J. Colangelo, the Bureau's secretary-treasurer; Mrs. Murdock; Max F. Schmitt, president of the Bureau, and Mary North, the Bureau's contest director.

people were contacted through wool meetings held in over 650 top retail stores throughout the country. A "big job" is being "well done" by Mrs. Burgess.

Women's Wear Promotion

The Women's Wear Promotion Department is well directed by charming Toni Robins. One has the feeling of a good invigorating walk in the great out-of-doors when one visits with her. So refreshing is her personality and so vigorous her interest in her work, it's no wonder she is highly successful. Miss Robins' department coordinates the Bureau's advertising program into an effective merchandising program for the benefit of retail stores throughout the country. They work closely with advertising agencies, and have an extensive market coverage of wool fabric lines in order that the highest standard of wool merchandising and advertising will be maintained.

Edward T. Sajous, who wears wool well himself and has a fetching manner, directs the Department of Men's Wear Promotion. This department works mainly with the mills, manufacturers and retailers, in direct promotion and merchandising and indirect promotion and trade relations. In his words Mr. Sajous believes "that we must have the friendly cooperation and the good will of the consumer." He has set up a rigid yardstick set of rules and adheres to it. "Will it Sell Wool? Is it Related to our basic consumer advertising theme? Will it fit into the total program as an integral, closely related part of our total coordinated program?"

Technical Director

If you want to know about wool, ask Giles E. Hopkins, Technical Director. He knows more about it than the sheep that grow it. Aside from being the best-informed man you can ever imagine on the subject of wool, this good-looking director is also one of the jolliest. Mr. Hopkins is author of numerous publications and frequently speaks to audiences on the subject of wool technology. He is chairman of the Technical Subcommittee of the Wool Research Advisory Committee of the United States Government.

The Bureau staff members rely greatly on him for technical comments to use in their own work. He prepares articles for "Wool Facts" and for educators' and consumers' press. He is so surrounded by literature on the subject of wool that you would think his was the office of a lawyer. He fills a most important post, made more important by his capability.

Economics and Statistics

You have heard it said, "You can't have beauty and brains," but I say you can. Miss Ruth Jackendoff has a generous supply of both. She expertly directs the Department of Economics and Statistics, the function of which is to interpret and analyze market trends in raw wool and its products. She also furnishes factual information for public addresses, publicity, promotion and educational projects; answers inquiries from trade, public and press, schools and other groups as well. Miss Jackendoff addresses groups on various aspects of the economics of wool. She cooperates with Government agencies and private groups to serve the interest of wool.

Hats off to Shaun Banigan, an all-around genuine fellow to know. He holds the important position of production manager. The crossroads of the Bureau, he aids each department in its message to the world, by securing the appropriate means. He arranges for photographers and photography, art, layout, type of paper and printing. He must keep the creative spirit of promotion and still maintain a conservative cost. He rates high with all who know him and to know him is to like him.

Director of Press

Ed Zimmerman impressed me with his infectious smile, giving one an immediate insight into his energetic and lovable personality. He is the Director of Press Relations. An important function of the department is to maintain a close relationship with editors in all news and information circles. To this end the department prepares special articles and supplies information in response to requests.

The department cooperates closely with important segments of the trade and other groups in publicity endeavors and wool promotion.

The Library of Information operates under this department, staffed by two delightful ladies, so sweet and so ready to assist should you desire publications on the subject of wool, Mrs. Loraine Spinelle and her assistant.

Library Keeps Busy

Not only is the library maintained for the use of the Bureau staff but for the public also. It keeps abreast of late books, periodicals, pamphlets, and other materials that might be of use to the Bureau and overseas offices. It is astonishing the great number of requests received for films and other material. The film library is composed of 30 different subjects. There is also a library of

teaching aids available upon request. Within the pages of the booklet, "Know Your Wool Facts," are listed the varied and valuable types of available information. The scrapbook of all publicity on the operations of the Wool Bureau tells the story of the magnitude of its work and accomplishments.

Perhaps we should call the mailing department the arteries of the Bureau. Each time I receive mail from the Bureau I will visualize Mr. Henry J. Miller and Mr. Wm. J. Siegrist preparing the packages and letters for mailing. The personal interest they each take is reassuring. They make doubly certain that all packages are securely wrapped and tied and that each letter is just right. Teamed with the wonderful new mailing devices, they have to work with, the folks in the department do an extra special job. It's as though they send their best wishes with each letter. It was indeed a pleasure to meet them and the fine young men who assist them. The members of the staff spoke highly of their efficiency and friendliness.

Value Her Judgment

Through close association with Miss Mary North, we have learned to love her and value her judgment. We feel we know the members of Bureau better, because of her.

Mary is delightfully friendly and shows a sincere interest in everyone she meets. She is so devoted to her work that she lives and breathes the "Make It Yourself—With Wool" contest. I felt as I sat in her office that I could hear the whir of the sewing machines throughout the country, because we might say that the bobbins are wound there.

Mary is indeed the "Contest Consultant" in more than name, because from her department there is a constant flow of advertising releases, booklets, and materials pertaining to the contest over the country. I was amazed at the enormous amount of correspondence that comes in and goes out of the office daily. It is her constant concern that new ideas are developed to improve the contest and make it more attractive to girls with nimble fingers.

I feel that this contest has brought a great deal of attention to our industry and we do appreciate the service that Miss North is rendering us.

May I pay a tribute to the assistants and secretaries of the staff. They are the right hand of the Bureau. The very fact that each department head spoke with praise and appreciation of them, is proof that they are the finest folks.

Progeny Project in Texas Shows Production Progress

Six years ago the Texas Agricultural Experiment Station and some of the breeders of registered sheep in Texas started a cooperative progeny-testing project.

Research had already indicated that substantial progress could be made by sheep breeders through the use of sires known to have the capacity to transmit to their offspring certain definite and desirable characteristics. The aim of the Texas project is to identify breeding stock that possess a superiority in rate of gain, yield of clean wool and certain other characteristics of economic importance.

Each cooperating breeder furnishes each year between six and eight ram lambs sired by one of his stud rams (more sire groups than one may be entered if the breeder wishes). The breeder pays for the feed given his sheep during the test. The Experiment Station furnishes the facilities for feeding, shearing and record-taking and the labor for all operations in handling the test. The rams and the wools shorn from them remain the property of the breeder.

This analysis of the 1953-54 test was given by Dr. W. T. McGee, assistant animal husbandman, Texas Substation No. 14, at this year's field day at Sonora, Texas, on May 8. It very definitely shows that improvement in wool yield is possible through the selection of performance-tested and progeny-tested breeding animals.

THE 1953-54 season has been an excellent time for sheep production at the Sonora, Texas, Experiment Station. The rams in the Performance and Progeny Testing project produced better than in any of the five previous tests. Grease wool at 19.5 pounds was a pound greater than the previous high. Clean wool at 9.3 was .7 of a pound heavier than any prior test. Staple length of 3.8 inches was a quarter of an inch longer than the best previous test. The rams gained .51 pound a day for 224 days which was the first time they had gained over half a pound a day. These figures are for the Rambouillet rams.

To sheep breeders, the production of these rams, or any other groups of rams, is primarily of interest as an indicator of how their offspring will produce. Of course, the kind of ewe the rams are mated to will influence the production of the offspring. However,

for considering how the different rams in the test will breed, we must assume that they will all be mated to the same type of ewes.

The rams in the test are all young and have no offspring for us to consider. However, all the rams tested this year from Substation No. 14 are by rams which were tested in 1951-1952. By looking at the performance of the offspring from this group of rams, all mated to the same type of ewes, we can gain some insight into what to expect from the rams tested this year.

Consider Staple Length

First, let us consider staple length. The sires tested in 1951-52 had staple length ranging from 4.25 for the longest staple sire to 3.48 for the shortest staple sire. The average of four ram offspring per sire, tested this year, ranged from 3.95 to 3.48. The longest staple sire had the longest staple ram offspring, the second longest staple sire had the sec-

Editor's Note: The following table is taken from Miscellaneous Publication 109 of the Texas Agricultural Experiment Station. It sums up the results of the Texas ram testing project and shows graphically that improvement can be made in wool production through the use of high producing rams.

Record of Performance of Rambouillet Sires Groups

Year	Av. gain, lbs.	Clean fleece wt., lbs. (12-mo. basis)	Staple length, in (12-mo. basis)
1948-49	Range 72.7 — 90.8 Av. Daily — 0.37	Range 6.0— 7.3 Av. 6.6	Range 2.99—3.58 Av. 3.36
1949-50	Range 88.0 — 118.0 Av. Daily — 0.45	Range 6.2— 9.1 Av. 7.8	Range 2.94—4.42 Av. 3.57
1950-51	Range 88.8 — 127.4 Av. Daily — 0.49	Range 6.6— 9.7 Av. 8.1	Range 2.73—3.94 Av. 3.34
1951-52	Range 69.8 — 126.8 Av. Daily — 0.46	Range 5.7—11.3 Av. 8.2	Range 2.74—4.13 Av. 3.47
1952-53	Range 89.0 — 117.2 Av. Daily — 0.48	Range 7.4—10.6 Av. 8.6	Range 3.13—3.91 Av. 3.56
1953-54	Range 91.5 — 129.5 Av. Daily — 0.51	Range 5.9—12.7 Av. 9.3	Range 3.48—4.27 Av. 3.80

This table shows that in the Rambouillets, the only breed tested in large numbers each year, the maximum clean wool production and gain in body weight for the sire groups in 1948-1949 is less than the average for each of these traits in 1953-1954, and that the minimum staple length in 1953-1954 is almost as great as the maximum in 1948-1949. This is a remarkable increase for a six-year period, although all this improvement was not accomplished by changes in the breeding flocks. The conditions under which the rams are tested have probably improved over the years. Also, the ability of the breeders to select animals that will perform well has improved. Nevertheless, a part of the improvement must have come from overall quality of our stud flocks moving upward in response to the selection and use of high producing rams.

and longest staple ram offspring and right on down the line until the shortest staple (fifth) sire had the shortest staple offspring. That is, the sires' own staple length and average of their offspring fall right in line, and for each inch longer staple one sire has than another, his offspring had, on the average, staple length .48 inch longer.

Besides these tested ram offspring, each sire had a group of daughters carried on the range. The average staple length of the ewes by the different sires also ranked in the same order as the sires' staple length, and an inch longer staple in the sire produced .4 of an inch longer staple on his daughters.

For the last two years, we have been breeding rams to range ewes at the Barnhart Station and the advantage of the longer staple rams as expressed in their offspring was about the same there as in those used as sires at the Sonora Station.

The results of all these tests indicated that if we use sire 1, which has an inch longer staple than sire 2, sire 1's offspring will have about .4 of an inch longer staple than sire 2's.

Strong Sire Influence

The other traits of the ram offspring tested here at the station are not as strongly influenced by the sire as staple length is. The sire which had the heaviest grease fleece in 1951-52 had ram offspring whose grease fleece weight was second to the heaviest and the sire which had the third heaviest grease fleece weight himself had offspring whose grease fleece weight was outstandingly the heaviest. However,

there was still a tendency for the heavier producing sire to have offspring that are heavier producers. On the average, where a sire has a pound heavier grease fleece than another sire, his offspring will have .10-.15 pound heavier fleece.

The sire's effect on clean fleece weight, rate of gain and skinfold count appears to be about the same as it is on grease fleece weight. For each unit advantage a sire has in each of the traits, on the average, his offspring will have .10 to .15 of a unit advantage in that trait.

No Relationship

In this year's test, there was no apparent relationship between the scores of sires for conformation and belly wool and the scores of their offspring. All the sires had the same face covering score so that could not be checked.

From these results, we see that if you want to work with something which will show rapid improvement from selection, you should select on staple length. For each inch longer staple a sire has than another sire, his offspring will have about .4 of an inch longer staple. The other traits—grease wool, clean wool, gain and skinfold count—do not respond to the selection in the sires as well as staple length does. However, in these traits, for each unit advantage one sire has over another, his offspring will have .10 to .15 of a unit advantage in that same trait, on the average. Furthermore, only by selecting sires which produce more wool and mutton than your present sheep, can you improve the genetic ability of your sheep to produce heavier wool and lambs more economically.

Wool Short Course Dates Announced

DATES for the Sheep and Wool Short Course, sponsored by the Wool Department of the College of Agriculture, University of Wyoming at Laramie, will be July 19 to 25 inclusive. Announcement was made recently by Prof. Alexander Johnston of the department.

Johnston says the course will consist of lectures and demonstrations that have a direct bearing on practical sheep husbandry of western ranges. Everyone is welcome to attend, he adds. Fee for the course is \$5.

Two well-known wool experts, Paul Finnegan, Cheyenne, and Bill Hartpence, Denver, will conduct a two-day session in the Cheyenne Wool Warehouse of the Wyoming Cooperative Wool Marketing Association. Students will participate there in wool-grading demonstrations.

Professor Carroll Fox of Colorado A & M College will lecture on "Scourable Sheep Branding Paint and Colored Ear Tags." Other lecturers, who are from the University, and their subjects, include A. F. Vass, "Costs of Producing Wool and Lambs"; E. K. Faulkner, "Breeds and Crossbreeding of Sheep in the West"; M. P. Botkin, "Feeding Sheep on the Range"; L. C. Parker, "Wool Scouring and Wool Judging"; Tony Fellhauer, "Demonstration of Culling and Selection for Wool and Lamb Production"; Dale Bohmont, "Range Development"; and R. H. Burns and Johnston, "Wool Technology, Valuation, Production, Marketing, and Manufacturing."

Further information is available from Prof. Johnston. Persons interested in attending may write him for a registration form and for reservation of living quarters. Requests should be sent to:

Prof. Alexander Johnston
College of Agriculture
University of Wyoming
Laramie, Wyoming.

DEAN HILL SCHOLARSHIPS

Walter C. Reed, Douglas, and Miss Barbara J. Voss, Worland, are winners of \$300 scholarships to attend the College of Agriculture, University of Wyoming, during the 1954-55 school year. The annual awards honor the late John A. Hill, former dean of the college.

HAVE YOUR FREIGHT BILLS AUDITED

Remember—an audit service is available to members of the National Wool Growers Association at half the customary charge for such work. Chas. E. Blaine and Son, commerce specialists for the National Association, will audit your freight bills for 25 percent of the amount of the claim paid. Their regular fee for such service is 50 percent of the amount collected.

During May 1954, these commerce specialists collected \$2,542.40 in livestock claims. Of this total \$1,671.95 covered overcharges, \$727.62 loss and damage, and \$142.83 reparations.

Take advantage of this service! Send your freight bills to Chas. E. Blaine and Son, Commerce Specialists, 900 Title and Trust Building, Phoenix, Arizona.

Publisher Named As Secretary

MR. PERRY B. EWING, JR., publisher of the Sheep Breeder Magazine, will serve as executive secretary of the National Sheep Association on a part-time basis. His offer to assist in this manner until more permanent plans can be developed was accepted by the association's Executive Board of Directors at its meeting on May 8 at the Stockyards Inn, Chicago.

Samuel R. Guard, editor of the Breeders' Gazette, was appointed vice president by President Henry C. Besuden of Winchester, Kentucky, who presided at the meeting. Mr. Guard succeeds A. Carter Myers, Knoxville, Tennessee, who resigned on account of pressure of other work.

A National Show and Sale Committee to plan for a bred-ewe sale this fall was selected. Roy Warrick of Oskaloosa, Iowa; Daniel W. Goodman, editor of the Sheepman, of Lexington, Kentucky; S. R. Guard and P. B. Ewing, Jr., are its members.

Several other committees were named also and resolutions were adopted authorizing appearances before the House Agricultural Committee in support of the wool bill and before the Animal Disease Branch of the Agricultural Research Service to urge more intensive research on scrapie.

Powell Reelected By Columbia Assn.

THE Columbia Sheep Breeders Association of America held its 1954 annual meeting on the campus of the North Dakota Agricultural College in Fargo on May 31 and June 1.

A. W. Powell, Sisseton, South Dakota, was re-elected president. Frank Curtis of Wolf, Wyoming, was elected director and vice president. The association gave one more director to the eastern area; Leonard Sipperley of Tuscarora, New York, was elected. Ernest White of Dayton, Montana, who for a number of years was president, was made a director. James Noble of Page, North Dakota, was re-elected director from the Dakota-Minnesota area.

In addition to the five directors named above, the following will also serve on the Board: Mark Bradford, Spanish Fork, Utah; A. J. Dexter, St. Paul, Minnesota; Don Marquiss, Gillette, Wyoming; Harold Tangeman, Rt. 1, New Bremen, Ohio; Everett Vannorsdel, Milan, Missouri; Marcus Vetter, Rt. 1, Box 157, Sherwood, Oregon; and Ortho Whitefield, Friona, Texas.

Alma Esplin of Logan, Utah, is secretary of the association.



MEETING IN NEW YORK

Members of the Board of Directors of The Wool Bureau map an intensified program of promotion, education and research designed to expand markets for wool. Board members are left to right, Steve L. Stumberg, American Wool Council; L. Francis Hartley, chairman and South African member, International Wool Secretariat; W. H. Steiwer, president, American Wool Council; Jan H. Moolman, chairman, International Wool Publicity and Research Fund, chairman, South African Wool Board; Ray W. Willoughby, president, NWGA; Ewen M. Waterman, Australian member, International Wool Secretariat; Reginald G. Lund, New Zealand member, International Wool Secretariat; and Max F. Schmitt, president of the Bureau.

Directors Reelect Moolman Chairman Of Wool Bureau

JAN H. MOOLMAN of Middleburg, Cape Province, South Africa, chairman of the International Wool Publicity and Research Fund, was re-elected chairman of the Board of Directors of The Wool Bureau, Inc., at the Bureau's annual meeting in New York on June 26, 1954.

In accordance with action taken by the American Wool Council at its meeting last December, Ray W. Willoughby of San Angelo, Texas, president of the National Wool Growers Association, and W. H. Steiwer of Fossil, Oregon, president of the American Wool Council, were elected to the Board, succeeding J. B. Wilson of McKinley, Wyoming, and Harry J. Devereaux of Rapid City, South Dakota.

Re-elected to the Board were Steve L. Stumberg of Sanderson, Texas, third nominee of the American Wool Council, and L. Francis Hartley, Ewen M. Waterman and Reginald G. Lund, South African, Australian and New Zealand members of the International Wool Secretariat, respectively.

Mr. Hartley was elected chairman of the Bureau's Executive Committee, other members being Messrs. Waterman, Steiwer and Stumberg.

Max F. Schmitt was re-elected president of the Bureau, and Felix J. Colangelo, secretary-treasurer.

Recognizing the rapid growth and increasing prosperity of West Coast markets, and the mounting influence of fashion centers in that area, the Board voted to expand operations of the Bu-

reau's office in Los Angeles.

The Board expressed its gratification over the growing participation of other wool interests in the nationwide program of wool promotion, citing specifically the decision of the Boston and Philadelphia Wool Trade Associations to sponsor a joint consumer advertising program with The Wool Bureau.

Ram Sale Schedule Of Events Announced

THE Coliseum at Ogden will again be the scene of the National Ram Sale. Dates for this year's sale, the 39th Annual, are Thursday and Friday, August 19 and 20. Approximately 1,300 top-quality rams will be consigned from many leading purebred flocks. Blackface rams will take the spotlight in the first day's selling and whiteface rams will be featured the second day. Following is the selling schedule:

Thursday, August 19

9:00 a.m.—Suffolks

1:00 p.m.—Hampshires and Suffolk-Hampshire Crossbreds.

Friday, August 20

9:00 a.m.—Rambouillets

1:00 p.m.—Panamas, Targhees, Columbias and Whiteface Crossbreds.

And here are special events:

Wednesday, August 18

1:00 p.m.—Sheepherders' Golf Tournament, Ogden Golf and Country Club

Thursday, August 19

7:00 p.m.—Barbecue for sale buyers, consignors and visitors, Ogden Stadium

Wednesday, August 18, through

Friday, August 20

Second National Wool Show Coliseum.

Catalogs of the sale will be available July 26. For copy, write Sale Management: National Wool Growers Association, 414 Pacific National Life Building, Salt Lake City 1, Utah.



CONGRATULATIONS AND THANKS

Secretary Jones, right, is shown presenting an honorary sheepherder's plaque to Senator Guy Cordon of Oregon for his outstanding interest and contributions to the sheep industry. Bob Franklin watches the presentation.

from State Presidents



Robert W. Lockett
Arizona



Frank Noriega
California



Frank Meaker
Colorado



John Noh
Idaho



A. C. Grande
Montana



Chandler B. Church
Nevada



John V. Withers
Oregon



Edward Waara
South Dakota



Walter L. Pfluger
Texas



Don Clyde
Utah



Philip B. Kern
Washington



Harold Josendal
Wyoming

WARM WEATHER BRIGHTENS FEED, CROP CONDITIONS

WE have been having a very cold, dry spring in this area. However, recent rains, combined with some warm weather for a change, have helped feed and crop conditions materially.

Continued freezing temperatures have severely damaged much alfalfa and grain and much of the winter grain is completely destroyed. It appears now that the alfalfa hay crop will be light, particularly the first cutting.

Feed conditions on much of the spring range were considerably below normal. That situation plus a shortage of water and cold weather resulted in most of the sheep shearing from one to two pounds of wool lighter than last year. Most of the wool in this area has been sold at prices comparable to last year—from 59 to 61.5 cents per pound. The demand for fine wool continues. I have been told that there just isn't enough good fine wool in the country to supply the current demand.

A rather unusual interest in feeder lambs and ewe lambs for breeding purposes in recent weeks is indicative of continued confidence and security in the sheep business. A few contracts at 18 to 18.5 cents have been made for mixed blackfaced and whitefaced lambs, with some reservation of ewe lambs for replacements. The fat lamb market of the Northwest continues good in price and volume. It reflects the very effective work in lamb promotion that has been carried on by our Lamb Promotion Committee.

In my immediate area, almost all of

the yearling and two-year-old steers have been contracted at 18 to 20 cents per pound, which is around four to five cents more than was received last year for similar cattle. Quite a good many yearling heifers have been contracted at 18 to 18.5 cents.

—John V. Withers
June 21, 1954

AVERAGE WEIGHT OF LAMBS APPROACHES 100 POUNDS

I HAVE been going over my lamb sales sheets covering the last 10 years and I have discovered that the average weight of my lambs has been almost 100 pounds. There are many Idaho sheepmen who have averaged as high. I am sure that the average weight between, say, 1920 and 1930 would have been no higher than 80 pounds. This tremendous increase in average weight of lambs can be duplicated in almost any of our western range States.

The reasons for this tremendous increase are:

1. Better breeding. Here in Idaho most of our ewes are shipped in from Oregon, Wyoming, Montana, Washington, Utah, and Nevada as lambs or yearlings. Therefore, the better breeding on the ewe side has come from better breeding in the whitefaced flocks in our neighbor States. On the ram side, the tremendous improvement has come mostly from within our own State. Most of Idaho's sheepmen obtain their rams from Idaho breeders. We feel that we have the best that can be obtained anywhere. The Idaho Ram Sales are the Suffolk shows of the West

and the first of these will be held in Filer, Idaho, August 4.

2. More and better range. The tremendous decrease in sheep numbers in the last 10 years has made more acres of range per sheep available. Some of the sheep range has been converted to cattle range but many sheepmen are running a lot fewer sheep on more acres.

3. Better care and feeding in winter. The big ewes we import from our neighboring States consume a lot more feed than the mothers of the 80-pounders did. We used to figure on 250 tons of hay per 1000 ewes and now we have to provide 350 tons to be on the safe side.

It is apparent that heavier lambs cost more per head to raise but better breeding, better feeding, and a good advertising and selling program should keep our business profitable.

—John Noh
June 20, 1954

TEXAS ASSN. PLANS ACTIVE PROGRAM

THE ravages of the Texas drought the past four years have been severe, and many of our people have suffered untold financial losses. It will take years, and maybe a lifetime, for many of our people to recuperate from the past four years. It will also take years for our grazing land to regain its normal grazing capacity.

At the present time, we have had the best general rains over the southwest part of Texas that we have had since 1949. There are a few areas where the

rainfall has been light, but, in the main, the ranching country from San Angelo west and south to the borders of Mexico is far better than it has been in years.

The Directors of the Texas Sheep and Goat Raisers Association will hold their third quarterly meeting in Alpine, Texas, on the 19th of June. The major projects of the association which will be brought up for discussion at the meeting are:

1. The implementation of a realistic and practical wool improvement and preparation program;

2. A real wide-awake lamb promotion program, coupled with an active method of obtaining sufficient funds to carry out the program, both from a State and National approach;

3. The necessity for a realistic and practical program for the employment of Mexican Nationals for ranch labor only;

4. Cooperation with the Soil Conservation Association in a program for the deferment and reseeding of our depleted range lands;

5. Continuation of our present program of working with the Ranch Experiment Station to obtain immunity against livestock diseases, such as blue tongue, and to develop methods to overcome the effects of poisonous weeds and brush eaten by livestock;

6. Continuation of our struggle for adequate protective tariffs;

7. Promotion of wool, both on a State and National level:

- (a) On a State level we will have our "Miss Wool" contest in September. This is sponsored jointly by the Board of City Development, San Angelo, Texas, our association, and the Women's Auxiliary.

- (b) Also our association has gone on record as urging and has urged all producers to demand wool and mohair fabrics in their purchases of clothes, automobile upholstery, house furnishings, and of every other article into which wool or mohair may be manufactured.

We trust that the recent rains truly signal the end of the drought which has never had its equal in our State, within the memory or records of our people. It is our sincere hope, and I truly believe, that, with normal rains coupled with a realistic and practical State and National program, the sheep and goat industry will rise to a new era of prosperity, not only in Texas but over the entire Nation.

—Walter L. Pfluger
June 16, 1954

CWGA BOARD PLANS SELF-HELP PROGRAM

IN one of the most far-reaching actions in recent years, the Board of Directors of the California Wool Growers Association at its semiannual meeting just concluded at Ukiah, June 19, approved a resolution calling for development of a State Marketing Order for Lamb. The use of a State Marketing Order will be in line with section 8 of the wool bill now before Congress which makes provision for self-help promotion programs for lamb or wool.

The board's action was taken in recognition of the urgent need for consumer education and lamb promotion. Sheepmen must "get on the bandwagon" with other meat producers and promote their product or be forced out of the market entirely. Consumers have to be educated on the fine quality of California lamb.

A grass-roots educational program among members of our 21 active branch associations will get under way with appointment of local committees. This will supplement the present voluntary program for which sheepmen contribute two cents per head for each lamb raised or fed in California and the Imperial Valley Lamb Feeders contribute 3 cents a head. These promotional programs have been highly successful.

Final action on the proposed State Marketing Order is expected to come during the annual convention of the association which has been scheduled for November 3 and 4 at San Francisco.

On recommendation of the wool promotion committee, the board voted to continue the association members' voluntary contribution to this fund and the creation of a California Wool Promotion Council composed of all segments of the industry. The council would collaborate with existing agencies, such as the Wool Bureau and "Make It Yourself With Wool" program of the National Wool Growers Association; devise means of collecting and disbursing funds for wool promotion, both in California and nationally. The wool trade is now giving splendid cooperation by securing contributions on approximately one third of the wool produced in the State. With this aroused wool grower interest, it is hoped that more growers will participate and dealers will make a still greater intensive effort in collecting funds.

In other actions the board went on

record as unalterably opposed to a threatened westbound railroad freight reduction on fresh meat and meat products, but favored association initiation and support of an education program for California range and game management that would lead to more bucks for hunters while maintaining a smaller deer population and planting of more palatable and acceptable range grasses by the Department of Fish and Game.

Acting on recommendations of the animal health committee, the board asked Federal and State governments to record all identifying marks on sheep suspected of infectious diseases before the animals are destroyed. Purpose of the action is to assist breeders or former owners of such animals in tracking down infection sources. The board also approved a recommendation that sheepmen in all areas where blue tongue occurred in 1953 avail themselves of a new vaccine which will be available soon, and that all sheep, including feeder lambs, be vaccinated.

The University of California and State Department of Agriculture were commended on their animal health administrative and research programs and urged to make widespread observations during the summer of vaccinated flocks. The board also asked assignment of a qualified scientist to be in charge of research in health problems at the School of Veterinary Medicine at the University of California at Davis.

Secretary of Agriculture Ezra Taft Benson was commended for the excellent administration of his Department and his continued efforts to develop programs in the interest of stability of agriculture and the welfare of the people.

The board also approved actions of the breed improvement committee and set the dates for the 1955 California Ram Sale as May 2-3 in Sacramento.

—Frank Noriega
June 23 1954

RECORD PRICE FOR MERINO RAM

At the Sydney, Australia, stud sheep sales, June 9th, 5,500 guineas (\$12,622) was paid for a Merino ram. This is believed to be a world record price for a sheep of any breed. Previous highest price obtained in Australia was 5,000 guineas each paid for two rams about 20 years ago. The ram sold on June 9th this year was bred at the Bundemar Stud, near Trangie, New South Wales.

Beautiful Flock... BUT



FEED REX WHEAT GERM OIL

Sheep breeders feeding Rex Oil to rams and ewes report: prompt and uniform settling, higher lambing percentage, less lambing troubles, earlier and larger lambs, and fewer death losses. Sheep fed Rex Oil breed earlier. Rex Oil aids in motility and viability of the sperm of the rams.

Rex Wheat Germ Oil contains a "survival factor" (J. Nutrition, Oct. 1951)—Rex Oil helps lambs survive.

Scientists have discovered hormonal substances in Rex Oil, acting like female and male sex hormones.

REX WHEAT GERM OIL prevents, and cures stiff lamb disease.

Every Sheep Raiser Should Read These Reports:

An experiment station in a preliminary study with Shropshires reported:

	Number of Ewes	Date First Ewe Lambd	Ewes Lambd by Feb. 10	Additional Ewes Lambd by Feb. 25	Ewes Failed to Lamb by Feb. 25*	Sets of Twins	Single Lambs	Ewes Not Lambing	Total No. of Lambs	Lambing %	Avg. Wt. of Lambs
REX OIL	14	Jan. 6	12	0	2	6	8	0	20	143	7.12 lbs.
CONTROLS	22	Jan. 6	11	3	8	4	14	4	22	100	6.62 lbs.

Wheat Germ Oil started August 25, 1949. Dose: One ounce per ewe weekly. Some rams sired both groups. He was fed 2 ozs. Rex Oil weekly.

*Rex Oil discontinued on February 25th.

Woebeking Stock Farm, Woodburn, Indiana, in an experiment:

	Ewes	Lambs	Lambs Died	Ewes Died	Non-breeders
REX OIL	40	54	2	0	0
CONTROLS	38	42	8	4	3

Use Rex Oil with our unqualified guarantee — you alone are the judge — you must be satisfied or your money back. Insist on Rex Wheat Germ Oil—Take no substitute.

WRITE FOR BULLETIN No. 7, AND FEEDING INSTRUCTIONS

PRICES: { Pint \$3.50; Quart \$6.00; Gallon \$19.00; 5 Gallons \$87.50; 10 Gallons \$160.00. At drug and feed stores or direct from us. We pay shipping charges.

REX MONTICELLO, ILLINOIS

Mr. F. B. Padgett—Breezewood Farm, East Palestine, Ohio

I used Rex Wheat Germ Oil with my Corriedales for three years with excellent results. I did not use Rex Oil this year and reproduction was the poorest yet. When I used Rex Oil, the lambs came in a two-months' period starting in January and survival was excellent. This year, without Rex Oil, lambs came over a 4-month period, there were less twins and I had 5 dead lambs. I'll never be without Rex Oil.

Mr. Herbert D. McCormick—Romney, Indiana

I use a barrel mixer to mix Rex Oil with whole oats, and feed it before breeding and through the nursing period. No stiff lamb since using Rex Oil. My purebred South-downs have a lambing percentage of 155; two out of 3 lambs weighed over 70 lbs. at 4 months. Only one lamb lost in 1953 and none in 1954. Ewes settle earlier, and less ewes need help at lambing.

Mr. J. H. Bone—Lafayette, Indiana

I gave my Corriedale ewes two ounces of Rex Oil at the beginning of breeding season. All ewes dropped lambs within a 30 day period. Lambs were much stronger. We lost only two lambs out of a hundred. The head of one lamb was turned back at lambing. One ewe had teats too big to suck. Ewes had less lambing trouble, and lambing percentage was 148. These early lambs are very uniform.

Charles Keller—Hill Haven, Ostrander, Ohio

I have records to prove that so far, I have never lost a lamb, by being born dead, since using Rex Wheat Germ Oil. My lambs got off to a good start thanks to Rex Oil the ewes were given.

Blue Tongue Vaccine

Last month's National Wool Grower reported extensive experiments with the blue tongue vaccine in Texas. Similar tests, of course, have been under way in California ever since the disease was diagnosed as blue tongue in that State nearly two years ago.

A vaccine has been developed there through cooperative efforts of the University of California's School of Veterinary Medicine, the USDA, the California State Department of Agriculture, and the Lederle Laboratories Division of the American Cyanamid Company. It will be available for general use within a few weeks.

According to Blaine McGowan, Jr., of California veterinary school at Davis, some 300 vaccinated sheep and 150 unvaccinated sheep were brought to the School of Veterinary Medicine at Davis and subjected to challenge with the virulent blue tongue virus. "We can report," he says, "about 90 percent protection in those vaccinated and 90 percent susceptibility in those unvaccinated." In addition, McGowan and Gordon Schultz of the State Department of Agriculture veterinary staff conducted field trials during the past winter involving some 10,000 sheep on northern California ranches.

Animal Health Research To Be Pushed

State agricultural experiment stations, in close cooperation with the U. S. Department of Agriculture, are making a concentrated effort to solve the problem of animal disease as it affects modern livestock production. Some of the progress made is summarized in the latest annual report on the agricultural experiment stations, released by the Department on June 2.

R. W. Trullinger, Assistant Administrator of the Agricultural Research Service for the Office of Experiment Stations, points out that there is no way of telling accurately the actual economic losses to animal production as a result of disease, parasitism, or abnormal conditions. "Such figures as are released from time to time are only estimates. They indicate," he adds, "that disease presents a major economic obstacle that must be hurdled before the ever-increasing demands for meat and livestock products are met."

Total Federal funds available to the State agricultural experiment stations

during the fiscal year ended June 30, 1953, amounted to \$12,587,329. The 1953 expenditures of non-Federal funds which include State appropriations, research grants, and income from other sources totaled \$61,970,921, as compared with \$56,883,853 in 1952. The 1953 expenditures by all the stations approximated \$5.05 for each \$1 of Federal grants. The report contains tables showing summaries of expenditures by States.

Aureomycin In Lamb Feed

The Wyoming Experiment Station has recently conducted tests to determine what effect the addition of aureomycin might have on increasing the rate and efficiency of gain in feeder lambs. Tests were made on part of six groups of 50 lambs each and some on 96 individually fed lambs. They found that the addition of 10 milligrams of aureomycin per pound of feed increased the rate of gain and the dressing percentage, but the cost of the aureomycin more than offset the advantages. Further trials will be made to see if a smaller amount of the antibiotic may be economical. The Wyoming Agricultural Experiment Station at Laramie has issued Mimeo Circular 44 on the subject entitled "Effect of Aureomycin in Various Ratios of Roughage to Concentrate for Feeder Lambs."

Trace Element Study In Idaho

The University of Idaho has instituted a study of problems of trace elements in forages and livestock feeds. Dr. T. B. Keith, chairman of the special committee handling the project, says that nutritional problems in livestock and dairy cattle have been reported from several sections of Idaho. The theory has been advanced that the trouble may be due to deficiencies in such trace elements as cobalt, copper, manganese, zinc, molybdenum, boron and iron.

Mormon Cricket Control Under Way

Approximately 50,000 acres in Utah, infested with Mormon crickets, have been successfully baited, according to the USDA. Baiting is also going on in Nevada and California. Some measure of the success of the USDA's control of these pests is indicated in Nevada where only 50,000 acres are slated to be treated this year. Last year, the USDA treated 500,000 acres there.

The bait is composed of rolled wheat, aldrin and oil. It is applied at the rate of five to 10 pounds per acre, depending on the density of the crickets. One-half gallon of oil and two ounces of aldrin go into each 100 pounds of bait.

—Shell Chemical Agricultural News

White Sage Versus Halogeton

A two-year study of the spread of halogeton into the white sage range area of Nevada has brought forth the following recommendations from Dr. J. H. Robertson, head of the Nevada University's range management department:

(1) Graze white sage only during winter months and leave half of the top growth; (2) cattle should not be allowed to remain continuously on a white sage area during the winter grazing season; (3) livestock should be removed early enough in the spring so white sage can make sufficient regrowth and set seed.

Halogeton will not take a white sage stand which has a density of more than 25 percent, the study showed.

WE MARKING HARNESS

Shows which ewes bred and when; also ram's potency. Saves time, money, lambing space! Durable JOUGENSEN make; strong web straps. Holds grease, crayon, red, green, black; specify colors and whether hard (summer), soft (winter). ORDER FROM your dealer, or JOB SF: HARNESS \$3.75, CRAYONS 50c each. Add postage, 40c per harness, 25c per crayon; we'll refund excess. CALIFORNIA STOCKMEN'S SUPPLY CO. 151 Mission St., Dept. L., San Francisco.



FOR Worming SHEEP & CATTLE



Triple Purpose Drench

Eliminates
Stomachworms - Nodularworms
Tapeworms
SHEEP, GOATS, CATTLE
with single dose

Proven by scientific research to be effective for the removal of the above parasites. Backed by field reports to be highly effective with a single dose. Regarded as the outstanding drench on the market. Fasting is not necessary. Easily administered to both sheep and cattle.

Sold through Wilke Dealers
or Direct. Price \$5.25 gal.

WILKE
Dependable

ANTI-HOG CHOLERA SERUM
& VETERINARY PRODUCTS
WEST PLAINS, MISSOURI

Pasturing Sheep In New Zealand

Part II

by JOHN S. HOFMANN

WHILE New Zealand sheep raisers have learned much about growing productive pastures, they have also learned to graze these pastures to the best advantage, so that the maximum production and palatability are obtained.

They find that, on heavy carrying capacity pastures, in order to obtain the maximum production, the pasture growth must be carefully controlled. To do this, subdivision into comparatively small pastures is necessary. On land carrying three or more sheep per acre efficiently, the size of the pasture would seldom be much more than 60 acres. On sheep farms in the drier, grain and cropping areas of New Zealand where pastures are renewed fairly often, the pasture size would be more in the neighborhood of 15 to 20 acres.

Two Grazing Methods

The usual practice in grazing sheep is to set graze them on the same pastures from lambing until the weaning of the lambs. However, there is quite a lot of rotational grazing of sheep practiced, and it is generally conceded that higher carrying capacities can be obtained under this system of management. There is considerable discussion among farmers concerning the relative merits of the two systems. Lambs appear to fatten on the mothers better under the set grazing management, so that it seems to be a question of whether carrying more sheep is more profitable than raising the highest quality lambs. The answer to the question would certainly vary under different conditions.

Under good management, pastures are stocked heavily enough so that the pasture growth is not allowed to attain more than two or three inches of growth. Upon seeing a sheep pasture in New Zealand with as much as five inches growth, one assumes that it has been shut up for a hay, silage, or seed crop, or has grown out of control from lack of sufficient numbers of grazing animals.

Internal Parasites Not A Serious Problem

We might expect that there would be a high incidence of internal parasites among sheep on pastures as heavily grazed as the fat lamb pastures in New

Zealand. On the contrary, internal parasites are seldom a serious problem. Lambs are usually drenched only once, at weaning, if they are to be fattened further on grass, rape, etc. Ewes are seldom drenched or dosed for worms, as it is believed that a limited infestation of worms in mature sheep is not harmful. The explanation of the low incidence of parasites under such concentrated pasture conditions may be partially explained by the fact that the type of sheep usually used under these conditions is the Romney, which is believed to have a high resistance to worms and other internal parasites. Another reason may be that seldom are extremely high temperatures, which are so favorable for the multiplication of large worm populations, experienced. Yet another reason may be that the clean, closely cropped pastures under heavy carrying capacities here do not provide good breeding places for internal parasites.

It has been found in New Zealand that when sheep numbers increase much beyond four or five ewes per acre, the health and thriftiness of the lambs decrease, along with an increase in the incidence of internal parasite trouble. Consequently, in order to control pasture growth without detrimental effects on the sheep, sheep raisers make extensive use of cattle as implements to control rank pasture growth.

Cattle Control Pasture Growth

On the North Island, where pasture growth is nearly yearlong, almost all sheep farmers use cattle, usually in the form of young stock brought in for the purpose, to control their pastures. The realization of a profit on these animals is secondary to their main function of keeping pastures in a healthy state for the sheep. It is quite common to graze up to as many as one cow to every six or eight acres. They are pastured together with the ewes and lambs unless rotational sheep grazing is practiced, in which case they are often kept separate. These cattle are usually kept until three or four years of age, at which time they are sent to market grass fat. Angus and Hereford cattle are the most common beef breeds used, and the crossing of these two breeds is much more common than in the United States.

The importance of cattle as implements for the management of sheep pastures may be realized when one notes that there are very few farms or stations on which beef cattle are the main source of income. Yet there are over two million beef cattle in this small country.

Winter Feeding of Sheep

On the South Island, where there is a three- to five-month winter, the practice of carrying sheep through this period usually consists of feeding grass or alfalfa hay and sometimes silage, or the feeding off in the field of turnips, swedes, or a form of kale called chou molier. Turnips, swedes, and chou molier are generally fed off in breaks during the day, and the sheep turned into a pasture where hay may be available for the night.

On the North Island the climate is mild enough that a small amount of hay is usually sufficient to help sheep through the one- or two-month period in winter when there is no grass growth. Often, enough feed may be saved in pastures shut up for that purpose to take care of the winter needs. This absence of the necessity for extended winter feeding makes possible the low labor requirements and high carrying capacities characteristic of the intensive fat lamb farms in this part of New Zealand.

On one well-managed farm of 430 acres the owner, his two grown boys and one part-time man run 2,500 Romney ewes from which they sold 2,300 fat lambs in 1953. Eighty head of cattle are grazed on this farm as an aid to the management of the pastures.

In another part of the North Island a station of 3,300 acres carries 5,000 Romney breeding ewes, 1,500 yearlings, and 600 Angus cattle. The labor on this place consists of six permanent men.

While these two are examples of good farms, there are many others like them in this region so that they are not unusual.

On hill and high country stations where carrying capacities are low, and wool or feeder lambs are the main sources of income, the sheep are "roughed" through the winter. There is no supplementary feeding save that given to replacement ewe lambs to help them through their first winter, or possibly to older ewes. These might be fed on turnips, swedes, or hay.

There is no supplementary feeding of concentrates such as corn or cottonseed cake, although this practice might have some merit on the hill or high country operation.

Salt For Sheep

It is interesting to note that seldom is the practice of keeping salt available

to sheep carried on. While some sheep farmers feed mineral "licks," of which salt is usually one of the major constituents, this is by no means a universal practice, and the majority feed no salt in any form. The feeling is that while sheep certainly like salt, there is no definite evidence to show that it is necessary to their well-being under normal conditions of adequate feed and pasture.

Rabbits

Much has been said and written about the problem which rabbits have posed to sheepmen in New Zealand and Australia since they were introduced to these countries early in their settlement. Many schemes and practices have been proposed and tried for the control of this pest which consumes about one-sixth to one-eighth as much feed as a ewe. Finally, after many years of fencing out, shooting, poisoning, and trapping rabbits without bringing them under control, New Zealand sheep raisers and interested government departments began a program following World War II which appears to be the solution to the rabbit problem. Previous to this time, to the men who were engaged in killing rabbits, the income from the sale of pelts and carcasses constituted a sizable sum. Consequently, rabbits in many areas were "farmed." That is, enough were always left for next year's crop of skins and carcasses for export. It was decided by government officials and the "rabbit boards," consisting of sheepmen, that the only way to rid themselves of their pest was to combine a vigorous program of extermination with the systematic devaluation of skins and carcasses. This program was put into action in most parts of the country. Now, in many areas which were denuded of vegetation five years ago by rabbits, not a rabbit is to be seen. Permanent patrols or "rabbiteers" are insurance that the rabbit problem in these areas will never again get out of control. This remarkable reduction of the New Zealand sheep raiser's number one pest has made possible quite appreciable increases in sheep numbers in many areas.

Increased Production

The emphasis on improving production of sheep pastures in New Zealand has been on the better country, as shown by the location of increases in stock numbers in the last 20 to 30 years. This may have been somewhat at the expense of the poorer country. However, in more recent years, there has been greatly increased effort to raise production here as well. This is being done by aerial topdressing with super-

phosphates and in many cases trace elements, as well as aerial sowing of clovers, increased use of cattle, and increasing research into the reseeding of both high and low rainfall country.

One of the most outstanding features of intensive sheep pasturing is the raising of the soil fertility and the maintenance of it at a high level. This is accomplished by the use of improved strains of pasture plants and topdressing, which together enable the pastures to carry greater concentrations of stock. This in turn builds up the fertility to a sufficiently high level to enable a high producing pasture to be maintained. The use of cattle as well

as close subdivision of pastures aids in the attainment of this goal.

In some districts where cropping is carried on with sheep pasturing, the stage is now being reached where it is necessary to plow up good pasture, not because the pasture has run out, but because the cropping plan or rotation has made it necessary. This is one example of how New Zealand sheep graziers have learned to grow and manage pastures to get the most out of them while putting even more back into them.

(Editor's Note: Part I of this series ran in the June issue of the National Wool Grower, page 16. This will conclude the story.)



Laidlaw Suffolk Ewes and Rams on Muldoon Range

SUFFOLK RAMS PANAMA RAMS

At the National Ram Sale
and at the Ranch

FRED M. LAIDLAW, INC.

Muldoon, Idaho

OUR SUFFOLK RAMS
are bred to

Meet the Breeders Demands Backed by Top Blood-
lines in Our Long Established Suffolk Flock. See
Our Consignment at the National Ram Sale.

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SUFFOLKS

Good Rugged
HEAVY-BONED TYPE RAMS

See them at the National Ram Sale
C. F. BURGER WEISER,
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SUFFOLKS

See my consignment of
10 YEARLINGS
at the National.

They are rugged, heavy-boned,
range-raised rams.

ROY C. BLAKLEY

Cambridge, Idaho

Consigning to the
National Ram Sale

TEN SUFFOLK YEARLING RAMS

out of top show ewes and sired by
rams of outstanding blood lines

MYRTHEN N. MOON

Springville, Utah

★ **SUFFOLKS** ★



This year's National consignment is a sturdy
lot of range-raised SUFFOLK yearlings, one
of our best offerings to date. Our range
pens will be topped-out from the above year-
lings, photographed in early June.

SEE AND BUY THEM IN OGDEN, AUGUST 19.

CHAS. HOWLAND & SON

Weiser, Idaho

FOR LAMB PROMOTION



ROYALTY SPEAKS OF LAMB

Lovely Miss Utah, Miss Maurine Parker of Ogden, gets last minute
instructions from Gale D. Smith, public relations director of Producers
Marketing Association, just prior to making television commercial to
promote sale of lamb throughout Utah.

**Producers Begin Special
Lamb Popularity Campaign**

A special campaign to popularize
lamb and increase its use in the aver-
age home was announced June 24 by
I. H. Jacobs, manager of Producers
Livestock Marketing Association.

The promotion will be under the di-
rection of Gale D. Smith, public rela-
tions director of Producers Livestock.

Test market for the promotion is
Salt Lake City and vicinity, including
Ogden to the north and Provo on the
south. Timed to start July 1 with the
arrival in Utah of choice Idaho lambs,
the campaign will run through October
for the arrival of top lambs from other
ranges surrounding Salt Lake City.

Object of the promotion campaign is
to create methods and techniques to
stimulate a demand for lamb that can
be used throughout the rest of the
Nation, according to Mr. Smith. Start-
ing July 1, Producers Livestock will
go on radio and television with some
75 hard hitting spot announcements
each week. Newspaper ads and other
promotional tie-ins will also break near
that date.

To judge the effectiveness of the
promotion, Producers Livestock has
compiled sales figures for the past two
years that show the exact amount of
lamb consumed in the test market.
Month-by-month sales figures will be

compiled during the test period so that
exact progress can be charted.

Promotion theme is "What About
Lamb?" and everything is keyed to
create an awareness by the general
public to the variety of lamb dishes
available and to the four main advan-
tages of lamb: high protein—low car-
bohydrate content; easy digestibility;
high nutritive content; and tastiness.

As part of the television promotion,
representatives of the National Live
Stock and Meat Board will give meat
cutting demonstrations, and home
economists will show delightful dis-
plays of lamb dishes and will give
cooking instructions.

Special emphasis is being given to
preparation of lamb—much stress is
being placed on the fact that lamb
should be cooked at low (300 degree)
temperatures.

Producers Livestock is working
closely with merchants, restaurants,
hotels and home economic groups to
further the promotion, and lamb con-
tests will be held throughout the
campaign to stimulate interest.

Consumption of lamb in and around
Salt Lake City is about 2.7 pounds per
capita compared to 4 pounds per capita
in the United States.

AROUND THE *Range Country*

Around the Range County gives our readers a chance to express their opinions about anything pertaining to the industry or about life in general. In offering this space for free expression of thought, the National Wool Grower assumes no responsibility for any statement made. Statements about the weather and range conditions are taken from U. S. Weather Bureau report for the week ending June 21, 1954.

ARIZONA

No rain. Exceptionally hot in south since Saturday. Ranges need rain. Stock water short. Livestock holding up well.

CALIFORNIA

Temperatures averaged from near normal to slightly above. No measurable precipitation, except in northwest and over northern mountains. Fire danger low during first of week, becoming high after Saturday. On north coast, rain detrimental to sheep shearing. On central coast, dry weather favorable for haying and harvesting.

Loyalton, Sierra County
June 18, 1954

It's dry and hot here. This is the worst year, in fact, since 1924. Most of the sheep left here the first part of June for higher range. I don't have range bands any more and have leased my range lands.

I think that grazing permits on the National Forest have been reduced again in order to leave feed for deer. All cattle permits have been reduced to such an extent, in fact, that most of the stock does not even go to the National Forest. I do not think it is right for the Government to cut down on sheep and cattle for the purpose of raising more deer. Deer do lots of harm to fences and take the choice feed. There are far too many of them.

—W. H. Guscetti

COLORADO

Temperatures averaged near normal in north and west to above in southeast. Precipitation averaged three-fourths of an inch in northeast, one-tenth in northwest, and little or none elsewhere. Alfalfa good in irrigated areas, fair elsewhere; first cutting completed. Pastures in west fair, in east poor. Livestock condition good; some being moved from ranges in east. Hot dry winds in east caused continued drying of already parched soil.

Denver, Denver County
June 14, 1954

Weather conditions and, therefore, range conditions continue to deteriorate over much of Colorado. A bad freeze a while back over much of the Western Slope knocked the first cutting of alfalfa in the head very thoroughly. It

also stopped feed growing and hurt a lot of the brush and shrubbery. The Eastern Slope is really critical, and even our high country is moving in that direction at an alarming rate. The whole picture looks pretty bad, but I think we'll make out—one way or two.

—Brett Gray

IDAHO

Light to moderate precipitation in all sections at midweek. Scattered frost damage Friday morning. Crops generally in good condition, but growing slowly due to cool weather. Clearing skies toward end of week permitted first cutting of hay in many areas. Cattle now on higher ranges which are in good condition.

Boise, Ada County
June 19, 1954

Rains starting the last of May and continuing through the first two weeks of June really helped our ranges. The rains were quite general in the low areas as well as in the high ranges. This is going to do much to improve the quality of the lambs and help growers in giving them better weights.

—M. C. Claar

Shelley, Bingham County
June 12, 1954

Some sections of the range have been very dry; others above normal in condition. We recently had a very good rain, which will help the ranges west of Idaho Falls. Our sheep go on the summer ranges July 1. The recent rains should make excellent forage there.

I had abortion in my ewes before lambing and lost about 40 percent of

the lambs prematurely. Last year my crop was a 165 percent one; this year, about 80 percent.

I haven't heard of any contracts on fat lambs. I bought 1200 feeder lambs at 17 cents, with delivery August 10. I also bought some fine-wool ewe lambs weighing about 75 pounds, at 19 cents, and 800 crossbred, whitefaced ewe lambs at 17.5 cents to be delivered September 10.

Some crossbred (whitefaced) yearling ewes have been offered for \$22.50, September delivery.

Most of the wool here has been sold from 50 to 54 cents.

A lot of the sheepmen are disgusted with the sheep business, due to its many hazards and inefficient help, which is becoming a greater problem each year.

—J. C. Anderson

MONTANA

Cold, but warmer at weekend. Rainfall mostly light and scattered, but some good showers. Soil moisture adequate, except locally in southwest.

Absarokee, Stillwater County
June 14, 1954

It's been cold and dry here and the grass is later than usual. They have put most of the sheep off the forest

Consigning to the National Ram Sale

5 COLUMBIA YEARLINGS

Developed from Best Blood Lines Obtainable
Also Breeding Stock For Sale at the Ranch

R. BOB ROBINSON

Logan,
Utah

COLUMBIAS....

Our usual high-quality consignment of COLUMBIAS will be entered in the NATIONAL RAM SALE, Ogden, August 19 and 20:

1 STUD; 1 PEN OF 5 REGISTERED; 2 PENS OF 10 RANGE

All Alert, Active Yearling Rams

Registered Rams and Ewes and Range Rams For Sale At The Ranch At All Times

MARK B. HANSON

SPANISH FORK
UTAH

here and we range our flock at home. It would certainly help a lot if we could get some range on the forest.

The Stillwater Pool sold for 62.5 cents.

—Walter Madison

Roberts, Carbon County

June 14, 1954

Feed is good and the ewes and lambs are doing well. We have only a small farm flock and run our sheep on the ranch under fence. We think they are the best-paying livestock we could have.

We saved about 120 percent of our lambs, about the same as last year. Have not heard of any lambs being contracted around here. A good part of the local lambs are sold on the Billings market.

The Roberts Wool Pool sold at 63 cents. Most of the wool in this county sold from 50 to 63 cents.

We haven't seen a coyote for five or six years. Of course, running our sheep in fenced pastures, with no coyotes around, cuts our labor costs down pretty well.

—Tom Maryotte

Stanford, Judith Basin County

June 22, 1954

We have had a cold late spring here,

with all vegetation making very little growth.

—G. Curtis Hughes

NEVADA

Light showers and cool early in week, but fair and rising temperatures remainder. First crop of alfalfa well below expectations, with frosts through June 5 causing considerable damage. Stock water low; feed mostly depleted on low ranges.

NEW MEXICO

Very warm week. A few showers in extreme northeast, remainder dry. Ranges fair, but drying in north; very dry with little feed in most of south. Livestock good on new grass, but losing weight in drier areas, although supplemental feeding continues.

Tinnie, Lincoln County

June 18, 1954

It rained all of May, and during June, we had one big rain. So our lambs are fat and in very good condition. The crop was about nine percent larger than last year. We run our sheep on pasture land during the summer. Most of our wool has been sold at 58 to 65 cents. There has been no contracting of lambs so far and no sales of ewes.

—Leo Pacheco

OREGON

Continued subnormal temperatures. Frequent showers produced one to two inches

along coast, half to one inch in west and central, and near quarter inch in east. Wet, cold weather delaying harvest of very ripe hay crop, dusting and spraying western orchards, and Umatilla pea harvest. Warmer weather needed for practically all crops. Rains improved grains, pastures and ranges.

SOUTH DAKOTA

Fourth consecutive week with substantial moisture. Past week heavy rains in eastern half; excessive in six counties of extreme southeast. Temperatures slightly below normal. Drying weather and sunshine needed. Crops rapid growth past week, although rains delayed corn cultivation and weed spraying and lowered alfalfa hay quality.

Buffalo, Harding County

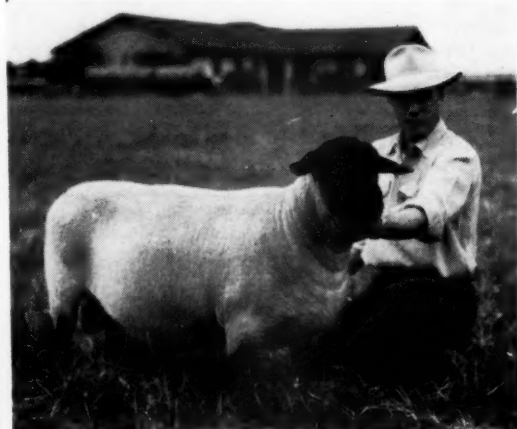
June 16, 1954

We saved more lambs this spring than for many years past; the lambing was the "best ever." No contracts, as far as I know, have been made on any type of lambs, and there is no activity in yearling ewes. Some wool has been purchased at from 60 to 65 cents per pound, depending on shrinkage.

We've had very good weather and feed, although a little behind some years.

—James Henderson

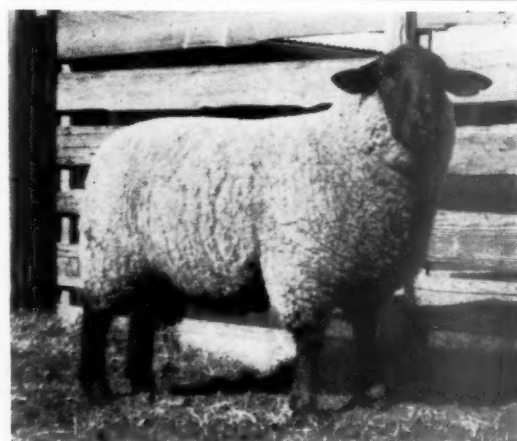
(Continued on Page 42)



Southburn Choice A2147R.
... Lambed 1952. ... Selected in England by Dr. C. W. Hickman for the late Howard Vaughn. (left)

Yeldham Coronation A2148R.
... Lambed 1953. (right)

Kirton Coronation A2149R.
... Lambed 1953. (below)



HOWARD VAUGHN ESTATE SUFFOLKS



We are proud to include these imported rams in our 1954 consignment to the National Ram Sale.

Owner . . .

Mrs. Howard Vaughn

Dixon, California

Agent: Ervin E. Vassar, Dixon, California



THE LAMAC

Marking Device May Save Time

TIME and effort in castrating and docking lambs can be saved by the use of the Lamac, a handy lamb cradle patented by Paul S. MacMichael, Sonoma, California.

To prove that the Lamac is a useful, time-saving device, Mr. MacMichael made it available to practical sheepmen during the spring season, "just to let them find out how good it really is."

L. T. Willig, owner of Rule Ranch, Jenner, California, is one of the endorsers of the Lamac, after having used it. Mr. Willig, in a letter to Mr. MacMichael, stated in part:

"... I arranged to have about 12 neighbors here when we marked our first bunch of lambs. Mr. MacMichael brought up two Lamac cradles. We soon found that here was an indispensable piece of equipment. Practically all of the observers felt the same way and three of them purchased Lamac cradles then and there. I also bought two and used them for the rest of our marking (docking and castrating).

"I found that with one man catching and two men marking we could save about one-third the time usually spent in this operation, and with one man catching and keeping the cradles full he had an easy day of it. This man has been doing this job for me for several years and agreed that catching lambs for two markers was easier on him than the previous years when two men caught and one man marked. I am positive that the lamb rests easier and is much less distressed than when held by hand..."

Numerous other sheepmen in California have tried the Lamac in recent months. Mr. MacMichael has a file of endorsements from satisfied users.

The Lamac sells for about \$24.75 and is available from California Stockmen's Supply Company, 151 Mission Street, San Francisco.

At the NATIONAL RAM SALE, OGDEN, we will sell REGISTERED SUFFOLKS, SUFFOLK-HAMPSHIRE CROSSBREDS, and RAMBOUILLET-LINCOLN CROSSBRED Yearling Rams.

These rams were range-raised in a large herd as lambs. Since spring they have grazed in sagebrush hills. They are strong, rugged, useful, large rams. Born April and May, 1953.

Last year our sheep sheared 13.4 pounds average. Eighty-five percent of our May blackface lambs shipped September 17-19, 1953, averaged 98.8 pounds. This production was obtained from rams of same breeding as above offering.

— WE INVITE YOUR INSPECTION —

COVEY-BAGLEY-DAYTON

COKEVILLE, WYOMING

WALDO HILLS STOCK FARM

S U F F O L K S

We'll See You At The
NATIONAL RAM SALE

August 19 and 20 — Ogden, Utah

With a Good Consignment Of

25 SUFFOLK RANGE RAMS
LAMBS AND YEARLINGS

FLOYD T. FOX & SON

SILVERTON,
OREGON

SHEEPMEN'S BOOKS

Allred's PRACTICAL GRASSLAND MANAGEMENT	\$ 5.00
Belschner's SHEEP MANAGEMENT AND DISEASES	11.00
Clawson's WESTERN RANGE AND LIVESTOCK INDUSTRY	5.50
Ensinger's SHEEP HUSBANDRY	4.00
Hopkin's WOOL AS AN APPAREL FIBER	1.50
Hartley's THE SHEPHERD'S DOG	1.75
Hultz & Hill's RANGE SHEEP AND WOOL	4.75
Kammlade's SHEEP SCIENCE	6.00
Klemme's AN AMERICAN GRAZIER GOES ABROAD	2.50
Morrison's FEEDS AND FEEDING	7.00
Rice, Andrews & Warwick's BREEDING BETTER LIVESTOCK	6.50
Sampson's RANGE MANAGEMENT	7.50
Saunderson's WESTERN STOCK RANCHING	5.00
Seiden's LIVESTOCK HEALTH ENCYCLOPEDIA	7.50
Stoddart & Smith's RANGE MANAGEMENT	6.50
Wentworth & Towne's SHEPHERD'S EMPIRE	3.50
Wentworth's AMERICA'S SHEEP TRAILS	10.00

For Sale by NATIONAL WOOL GROWER

414 Pacific National Life Building

Salt Lake City 1, Utah



Report: JUNE LAMB MARKET

Lower Carcass Prices Force Values Down

LOWER lamb carcass prices in late June forced month-end slaughter lamb values downward at all major markets.

Choice and prime lamb carcass prices paid in New York moved steadily lower during June. A late month low of \$37 was reached, but most sales were made between \$45 and \$48 for carcasses of this type. A top of \$54 was paid for spring lamb carcasses early in the month.

Good and choice lamb carcasses bulked from \$38 to \$47 in New York, reaching a low of \$34 in month-end sales.

A June top of \$27.50 was paid for choice and prime slaughter lambs. Bulk of sales during the month for these grades of lamb were from \$23.50 to \$27.50. A late month low of \$18 was paid at Fort Worth.

Good and choice slaughter lamb offerings sold mostly from \$21.50 to \$25.50 during the month. Prices at Fort Worth moved down to \$11.50 late, but bulked during June at that market from \$14.50 to \$16.

Slaughter ewe prices held fairly steady during June, but also reflected the falling carcass prices late in the month. Good and choice offerings in this classification sold mostly from \$6 to \$7.50. A low of \$4.75 was reached in the latter part of the month.

Cull and utility offerings bulked from \$3 to \$6 during June sales. A late \$2.50 low was paid.

Transactions in the feeder lamb field picked up slightly in June. Main prices paid for good and choice feeder lamb offerings were from \$16.50 to \$20.75. Feeder lambs brought from \$12 to \$16 at Fort Worth.

COUNTRY SALES AND CONTRACTING

COLORADO

A record-breaking heat wave brought critical drought conditions to Colorado in June. Unless relief is forthcoming in two or three weeks, over a large area including southeastern Wyoming, forced liquidation of sheep and cattle may become large-scale.

Country trading was rather slow throughout June, with prices tending to drop over previous sales.

A large string of over 10,000 New Mexico feeder lambs was reported contracted for fall delivery at \$16.50 per hundred. One double deck of good and

choice 55-pound feeder lambs sold in northern Colorado at \$20.50, delivered to Denver.

The only recent deal involving fall delivery lambs included a few thousand Wyomings, originally sold at \$17 and recently resold to a northern Colorado finisher at \$17.50.

A few loads around 90-pound number one pelt lambs grading good to mostly choice brought \$20.50 in northern Colorado, delivered to Denver.

Demand for breeding ewes and fall delivery spring lambs over the area was extremely dull, the poor prospects for crops in northern Colorado a deterring factor.

CALIFORNIA

There was very little action on spring lambs at country points during the month. Packers were able to purchase in fair volume at terminal markets, and they were also able to draw on previously purchased lambs.

A number of clover pastured choice and prime lambs sold in central California with number one and two pelts at \$23 to \$23.50, a couple loads upward to \$23.75. A string of these lambs was contracted early in the month at \$23.25 for late June delivery, these from 65 to 70 percent sort from the band.

North coast California spring lambs started to move to market in the San Francisco area during June.

TEXAS

Many parts of Texas received rain during June, but country trading of live-

stock was rather light and only a few contracts were reported. Hot, dry weather prevailed throughout most of Texas late in the month.

MONTANA

Except for a few areas in the southwest and western triangle, moisture is adequate and warmer temperatures made for rapid plant growth throughout Montana.

In the Big Timber area, a few bands of around 1,000 head mixed lots of fat and feeder lambs contracted for \$18 for fall delivery, with a 250-head lot of expected predominantly fat lambs at \$19.

In the Lewiston and Browning areas 3,200 mixed black and whiteface lambs contracted at \$16.25 to \$17 for fall delivery. Around 1,200 blackface wether lambs contracted in the Great Falls area for \$17.35 for fall delivery.

Earlier in June between 10,000 and 11,000 head of selected quality white-faced ewes, out of the wool, sold at a dispersal with prices ranging from \$10 per head on solid-mouths to \$22 per head on yearlings. Around 1,500 head of whitefaced ewe lambs assembled from small lots sold out of second hands in the Great Falls area early in the month for fall delivery at \$18.

NORTHWEST

Warm and sunny weather late in June provided good growing and haying conditions in contrast with the below-normal temperatures and rainy weather most of the spring.

Several loads of around 95-pound choice and prime ranch spring lambs, including some sorted from bands previously contracted, sold at steady prices in Washington at \$22 to \$23.50, f.o.b. basis. A fairly large volume of spring lambs moved in June from the Willamette Valley in Oregon to the Portland market.

Feeder ends from bands sorted for choice and prime offerings are being left

Prices and Slaughter This Year and Last

	1954	1953
Total U. S. Inspected		
Slaughter, First Five Months.....	5,621,000	5,682,000
Week Ended.....	June 19	June 20
Slaughter at Major Centers.....	236,729	222,405
Chicago Average Lamb Prices (Spring):		
Choice and Prime.....	\$24.20	\$25.55
Good and Choice.....	23.22	23.95
New York Av. Western Dressed Lamb Prices:		
Prime, 40-50 pounds.....	50.80	53.70
Choice, 40-50 pounds.....	47.60	50.70

Federally Inspected Slaughter—May

	1954	1953
Cattle	1,439,000	1,345,000
Calves	561,000	504,000
Hogs	3,380,000	3,643,000
Sheep and Lambs	1,045,000	1,015,000

on the range at present, and there has been no attempt to contract any other feeders.

Some contracting of fat Idaho range lambs occurred during the month at \$20 f.o.b. basis, and one band of Oregon lambs was reportedly offered for mid-July delivery at \$18 for the fat end.

Buyers report that lambs received so far this year, mostly from the mountain areas, are equal in finish to those of a year ago, despite the unfavorable weather and range conditions earlier in the season.

Around 400 head of ewes with young lambs at side sold in southeastern Washington for \$14 per pair for immediate delivery. The ewes were mixed solid-and broken-mouths.

push down the able and push up the indolent; not the kind of "equality" that would retard willing men to the pace of the unwilling, or that puts unsteady props beneath backsliders; not that "equality" which would reward them who "toil not, neither do they spin."

No doubt all the trees in the forest fundamentally have equal rights and privileges. But they don't all grow to the same height, and it would seem rather foolish to cut the tall trees down to the level of the lesser ones to satisfy the theoretical demands of an unnatural formula. And it would seem just as preposterous ruthlessly to pull the short trees up to the height of the tall ones. If

we did, it would mean their uprooting—they would wither and die, as all things do unless they grow up by themselves from their own roots.

And so, to those who would like to eliminate differences among men, it should be said that if it were possible to do so, progress would cease. Equality cannot therefore mean to bring all men low. It must mean opportunity for each man to rise to those heights to which his energies and abilities will take him—"and allow all men the same privilege"—to the end that progress may continue, and that thereby all will find benefit. Equality which means less than this is not equality at all—it is slavery.

An Independence Day Message

by RICHARD L. EVANS

From the "Spoken Word" portion of the Sunday radio program of the Salt Lake City Tabernacle Choir and Organ; reprinted by The Foundation for Economic Education, Inc.

WE hold these truths to be self-evident, that all men are created equal, that they are endowed by their Creator with certain unalienable Rights, that among these are Life, Liberty and the pursuit of Happiness."

Thus wrote the patriots of America in 1776. And now the question arises, and has often arisen: What is the meaning of equality as applied to men? Does it mean that all men shall be alike? Does it mean that all men shall be leveled arbitrarily to a common plane? Does it mean that those who have endowments beyond the average shall be restrained from making a better place for themselves and for others? Does it mean that those who are content with idleness and indolence shall be lifted artificially to an estate beyond what they deserve or could enjoy? Surely it does not—and cannot—mean any of these things. For if it did, there would be no reward for the man who looks beyond the present.

There must be equality, yes: equality in the right to voice our views; equality in the right to worship according to the dictates of conscience; equality before the law; equality at the ballot box; equality in the right to work without paying tribute to anyone for the privilege—an equality not circumvented by political pressure, not denied to minority groups, not withheld from the humble, the friendless, or the needy—but not warped and mistaken "equality" which would

LAMB DISH OF THE MONTH



Chilled Lamb Slices Please for July Suppers

Chilled Sliced Roast Lamb
Shoestring Potatoes Asparagus Spears
Tomato Aspic with Cottage Cheese
Assorted Breads
Butter or Margarine
Fresh Peach Sundaes
Beverage

Slices of roast lamb, served well chilled, make an attractive, as well as refreshing, meat platter for a summer meal. Prepare the roast early in the morning before the temperature starts

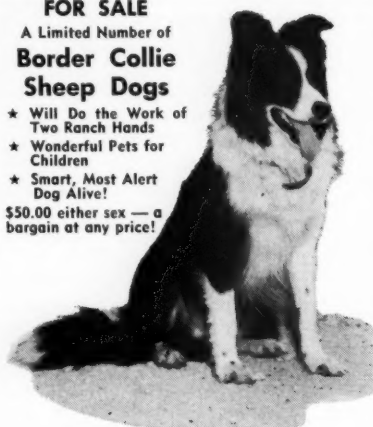
to soar or the night before and chill well before serving. Roast leg of lamb will provide the most attractive slices, however, lamb shoulder roast or a rolled lamb sirloin roast could also be used. In roasting lamb always place the meat on a rack in an open roasting pan. The fell should not be removed from the leg of lamb, and it should be placed skin side down on the rack. Do not add water. Do not cover. For accurate results, insert a roast meat thermometer so the bulb is in the center of the largest muscle and is not resting in fat or on bone. Roast in a slow oven (300°F.) until the meat thermometer registers 175° to 180°F. or about 35 minutes per pound.

FOR SALE

A Limited Number of Border Collie Sheep Dogs

- ★ Will Do the Work of Two Ranch Hands
- ★ Wonderful Pets for Children
- ★ Smart, Most Alert Dog Alive!

\$50.00 either sex — a bargain at any price!



PETERSON'S STOCK FARM
Kerrville, Texas

Name
Address
City & State
Sex..... M.O. Enclosed.....
Send C.O.D.



My top-selling pen of Columbia range rams in the 1953 National.

VISIT MY COLUMBIA CONSIGNMENT AT THE '54 NATIONAL RAM SALE

- One pen of 10 range rams
- One pen of 5 range rams
- One pen of 5 registered rams

R. J. "Bob" SHOWN

Monte Vista, Colorado



Select from the Best!

COLUMBIAS

At the National Ram Sale, Ogden, August 19 and 20, I will offer another choice consignment of Columbia stud, registered and range rams. They are produced from the same U. S. Experiment Station bloodlines as my previous high-quality National Sale offerings.

PETE THOMAS
Malad, Idaho

CCC Minimum Selling Prices Announced

THE U. S. Department of Agriculture on June 25 announced prices at which approximately 119 million pounds of shorn and pulled wool acquired under the 1953 and 1952 wool price support programs will be sold in commercial channels.

The minimum sales prices will be the higher of (1) the market value of wool by grade and class as determined from USDA weekly market news reports, or (2) 103 percent of the 1954 loan rates for shorn and pulled wool plus sales commissions. This establishes a minimum selling price not below 103 percent of current wool support rates. Prior to this, the minimum sales prices for 1952 clip wool acquired under the support program were determined on the basis of 103 percent of 1952 loan rates.

The sale price for individual lots of wool will be adjusted for any discounts shown on appraisal certificates and for freight on wool stored in areas other than the New England States. Selling prices based on 1954 loan rates will bring prices for certain classes and grades of 1952-program wool more in line with the current market relationships of all classes and grades.

In general, this results in raising the minimum prices for the finer wools and lowering somewhat those for the coarser wools. However, for many grades, the reported market prices are higher than the prices computed from the 1954 loan rates and in such cases, the market prices are used as the minimum selling prices. Marketing of the current wool clip will not be affected by this change because the new minimum prices are generally from five to seven cents per clean pound above the 1954 loan rate.

Wool is excepted from the legal provisions requiring a certain level of sales prices for storable commodities, and USDA may set sales prices for wool acquired under price support at any price. The USDA has followed a policy of setting wool sales prices at levels that will not interfere with commercial marketings.

SHEEPMEN'S CALENDAR

JULY	AUGUST	SEPTEMBER
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30
OCTOBER	NOVEMBER	DECEMBER
1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30	1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31

National Association Events

August 19-20: 39th National Ram Sale, Coliseum, Ogden, Utah.
December 6-9: 90th Annual Convention, N.W.G.A., Salt Lake City, Utah.

Conventions and Meetings

July 21-23: Colorado Wool Growers' Convention, Glenwood Springs, Colorado.
November 3-4: California Wool Growers' Convention, San Francisco.
November 4-6: Wyoming Wool Growers' Convention, Rawlins, Wyoming.
November 8-10: Texas Sheep and Goat Raisers' Convention, Austin, Texas.
November 11-13: Oregon Wool Growers' Convention, Roseburg, Oregon.
November 14-16: Washington Wool Growers' Convention.
November 17-19: Montana Wool Growers' Convention.
November 21-23: Idaho Wool Growers' Convention.
January 10-12: American National Cattleman's Convention, Reno, Nevada.

Sales

August 4: Idaho Ram Sale, Filer, Idaho.
August 5-6: New Mexico Ram Sale, Albuquerque, New Mexico.
August 7: Willamette Valley Sale, Albany, Oregon.
August 11-12: Washington Ram and Ewe Sale, Pullman, Washington.
August 16: Oregon Ram Sale, Pendleton, Oregon.
August 19-20: National Ram Sale, Ogden, Utah.
August 28: Sanpete Ram Sale, Ephraim, Utah.
September 13: Southern Oregon Ram Sale, Lakeview, Oregon.
September 16: Montana Ram Sale, Miles City, Montana.
September 16: Salt Lake Ram Sale, North Salt Lake, Utah.
September 18: Pocatello Fall Range Ram Sale, Pocatello, Idaho.
September 21-22: Wyoming Ram Sale, Casper, Wyoming.
September 30: Ram and Ewe Sale, U. S. Sheep Experiment Station, Dubois, Idaho.
October 14: Utah State Ram Sale, Spanish Fork, Utah.
October 18: Vernal Ram Sale, Vernal, Utah.

Shows

October 19-23: Pacific International Livestock Exposition, Portland, Oregon.
October 29-November 7: Grand National Livestock Exposition, San Francisco.
November 5-6: National Columbia Show and Sale, Cow Palace, San Francisco.
November 12-17: Ogden Livestock Show, Ogden, Utah.
November 26-December 4: International Livestock Exposition, Chicago.
January 14-22 (1955): National Western Stock Show, Denver, Colorado.

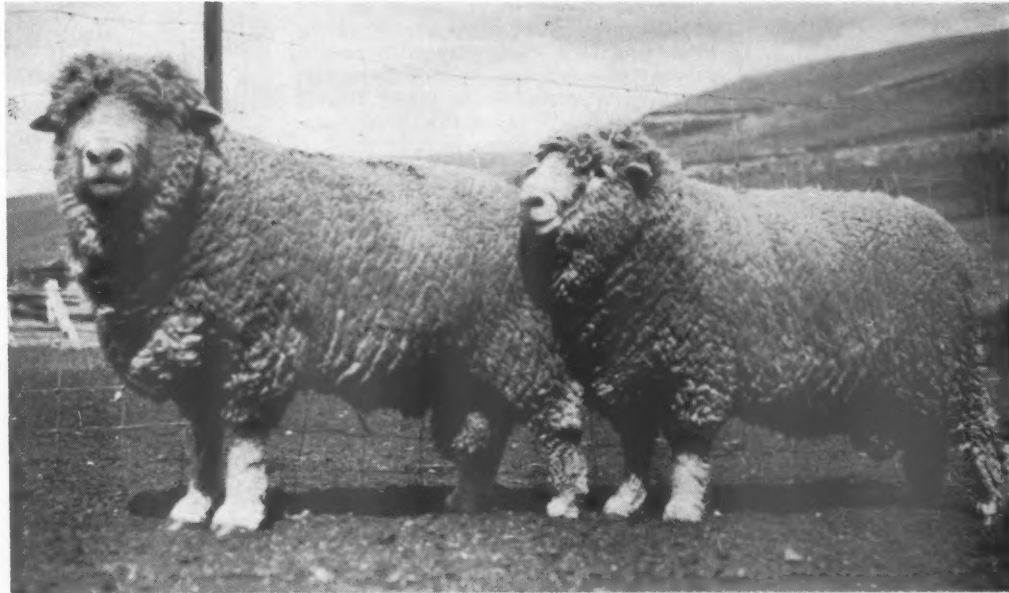
*Place to be announced later.

Range Rams

*Commercially Proven for UNIFORMITY,
WEIGHT and SALABILITY*

TARGHEE

The Mutton Fine-Medium



Rangemen like 'em. Targhee stud rams wintered on the range. In eleven month fleeces. Ram on left has a 62's (fine-medium) fleece. Ram on right has a 60's ($\frac{1}{2}$ blood) fleece.

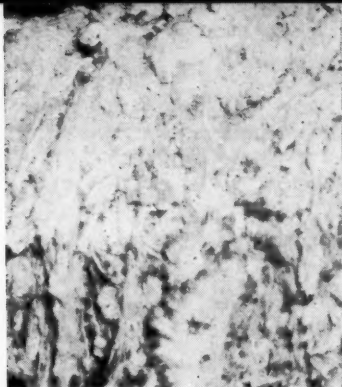
More Pounds Sold Per Ewe Wintered.

The Heavy Milking Ewes Wean More Lambs.

HUGHES LIVESTOCK CO.

STANFORD, MONTANA

on U. S. Highway 87



REPORT: June Wool Market

Summer Trading Dulls; Prices Remain Firm

WHILE trading at Boston during the first three weeks of June was not so active as in the latter part of May, prices remained firm to strong throughout the period.

Two factors are cited as possible reasons for the slowing down in trading. First, from all indications, some mills and topmakers have purchased all the wool necessary for their current needs and now will hold off until present inventories are absorbed. Second, mill vacation time approaches. Some of the mills may not close for the customary one or two weeks. About half of them, however, it is estimated, will close. That is enough to slow down the manufacturing process.

A bright spot illuminates the horizon. Inventories of apparel items and cloth in retail shops and mills, according to reliable sources, have been reduced to a point that concentrated buying may be looked for in the future.

The rumor of a large military order has not materialized. The rumor may have been based on the wishful thinking that the adoption of the new green dress uniform for officers and enlisted men would immediately create a boom in the textile business. However, more research on the uniform is still needed, according to statements reported as coming from Pentagon officials, and when or if the uniform is finally approved, its use will probably be a gradual one, based on regular Army replacements.

Wool growers, it is indicated, are not weakening in their ideas of the value of their product. They are, of course, fully informed that the more they get for their wool, the larger their incentive payment will be, should the wool bill finally become law.

Recent sales at various points in the range country are shown by States.

ARIZONA

About 40 percent of the Arizona clip was sold at shearing time and the balance taken on consignment. At this time, none of the consigned wools have gone under the Government loan program but a large part of the weight of these wools will undoubtedly do so, in the opinion of Arizona officials. Some of these wools, it is thought, are probably now under preparation for loans.

CALIFORNIA

A few scattered sales of wools in California were reported during June. Some 3,800 fleeces were sold, with the 12-months' wool bringing 62.75 cents, the lambs' wool 46 cents, and tags 20 cents. In other sales of 12 months' wool prices ranged from 59 to 71 cents.

COLORADO

By the middle of June wool trading in Colorado had almost come to a halt, simply because so much of the clip had been cleaned up. A sizable Colorado River clip was sold around midmonth at 63 cents. Since some of the sheep producing this wool were wintered in western Kansas and eastern Colorado, the clip is reported as being heavy. With that factor taken into consideration, the 63-cent price is held good.

A lot of 9,500 fleeces in original bags also was sold at 60 cents, f.o.b. Craig, Colorado, around the middle of the month.

It is estimated that about 80 percent of the 1954 Colorado clip is under designation of one kind or another. At least 65 percent is said to be sold outright, and 15 percent or more is under consignment, with 10 percent of the consigned wools on the way to Government loans. Indicated also is that as much as 20 percent of the clip remaining will take Government loans because it consists largely of eastern Colorado wools. They are very heavy this year and the three-eighths and quarter-blood wools haven't sold too readily.

IDAHO

Three Idaho pools were sold the latter part of May and early in June. The Valley wool pool at Briggs brought 57.75 cents, with no discounts. For the Salmon wool pool of 9,300 fleeces, 56.25 cents was paid. The high bid on the 1954 wool of the Aberdeen Livestock Pool was 54.375 cents. There were only a few scattered sales in addition to the pool transactions.

The estimate is that six million pounds of the 1954 Idaho clip has been sold and between three-fourths and a million pounds has been consigned on what is termed a flat guaranteed advance.

A much larger tonnage of wool has moved from Idaho to the Northwest than a year ago. Late shearing was ex-

pected to be finished by the end of June and any wools not sold by the middle of July, it is thought, would be consigned to some market point for storage.

MONTANA

During the first two weeks of June, the First National Bank of Great Falls reported sales of some 105,000 fleeces. Prices ranged from 55 cents (one small lot) up to 70 cents (two lots in the Lennep area). Some 31,500 fleeces in the Chinook area were sold for 69 cents. The bulk of the other wools sold at around 60 cents. Wool trading in the State was largely a clean-up matter.

NEVADA

A rough estimate is that 80 percent of the wool shorn prior to May 10 was sold during shearing, with the remaining 20 percent shipped, mostly to San Francisco, for storage and possible sale. All of the wools shorn since that time, it is believed, are in storage as there have been very few recent offers to buy.

NEW MEXICO

About 190,000 pounds of original bag fine wools offered in sealed bid sales at Roswell and Artesia were reported sold around the middle of June at an estimate clean basis of \$1.70 to \$1.75, delivered Boston. Purchasers were largely topmakers.

OREGON

Sales in the Portland, Oregon, area were reported on June 14 as follows: two clips at 60 cents, one at 59.5 cents, two at 58 cents. In the Lakeview section one clip sold at 61.5 cents, two at 61 cents, six at 60 cents and one at 59 cents.

Sales in Baker County started at 55 cents, with several clips selling at 56 cents. One clip sold at Echo for 60 cents and a choice fine wool Prineville clip brought 62 cents. A large range lot near Burns was sold between 54 and 55 cents.

By the middle of June it was estimated that 85 percent of the range wool in Oregon had been sold; very little had been consigned.

SOUTH DAKOTA

About half of the wool in the western part of the State was estimated to

have been sold by June 15 and two-thirds of the remainder consigned for future sales. A great deal of wool was sold in the Belle Fourche-Newell area during April and May with prices averaging about 65 cents. A few cars of March-shorn wool with a very light shrink, sold at 70 cents. On June 18, the Devereaux, Burke, Sheridan, Orwick clip sold at 74.5 cents.

In the fleece wool section of Minnesota and eastern South Dakota about 80 percent of the wool had been moved by June 15. Of this total 65 percent had been sold outright and 35 percent consigned.

TEXAS

About 1.5 million pounds of Texas wool was sold at very strong prices during the first week of June. On 12-months' wool from 62 to 72.5 cents was paid; on 8-months' from 68 to 70 cents. Some heavy wools were reported purchased at 35 cents.

The top price of the season, so far as we know, was paid in Texas at the middle of the month. At that time a million pounds of graded and original bag wool was sold by a Sonora wool warehouse at 68 to 87.75 cents, mostly 74.25 cents down on original bag wool. A few hundred thousand pounds of original bag wools were sold by other warehouses during that week at 64 to 74.5 cents with some sales as low as 51.5 cents. Some fall wools brought 69 cents.

Around 100,000 pounds were sold in San Angelo in small lots at 42 to 72.5 cents, largely 55 to 70 cents.

By the middle of June, from 40 to 50 percent of the 1954 Texas 12-months' clip was estimated as sold, leaving from 12 to 14 million pounds available.

UTAH

Wool trading was very slow in Utah during the first three weeks of June. There is plenty of wool available reportedly in warehouses, but no worth-while offers were being made for it.

WASHINGTON

Shearing was finished in Washington by the middle of May. It is estimated that between 65 and 70 percent of the fine wool has been sold and around 30 to 35 percent consigned. No wool as yet has gone under the Government loan program.

One large Washington clip was recently sold on a clean basis of around \$1.60 to \$1.63 landed, Boston.

WYOMING

The USDA Weekly Review of the Boston wool market dated June 11 reported the sale of a large clip, mostly fine wool, near Casper that gave the grower 51 cents. Its clean cost, landed Boston, was estimated at \$1.78 to \$1.83. Some original bag Wyoming wool, bulk

fine, good French combing and staple sold around the middle of June at 58.5 cents, \$1.70 on a clean landed basis.

CCC WOOLS

Under the 1953 loan support program, the Commodity Credit Corporation acquired title to 36,413,223 pounds of shorn and pulled wool. The Commodity Stabilization Service made this announcement on June 2.

As of June 16 total CCC holdings, including the 1953 wool, amounted to 118,500,000 pounds. During the past year, the CSS has sold 16,780,000 pounds of wool.

FOREIGN MARKETS

The firmness of the domestic market may be tied in considerably with the closing of foreign auctions. The New Zealand and South African series closed in May. The final sale in Australia is set for July 1. On June 21 prices in Australia were reported as being not only firm but as moving upward. There

was keen competition and good clearances. Several sales were canceled which had a tendency to build up demand at later auctions, although the inferior quality of the wools offered offset the demand factor to some extent.

Prices were firm to strong in South American markets during June but there was little active trading. Only a few smaller lots of Argentine wools made high prices, as good quality was lacking in most of the available wools. Higher prices in Uruguay created caution on the part of buyers for export. The United States made its largest purchase there in some time, 3,000 bales, it is reported.

WORLD PRODUCTION

The 1954 world pool clip is estimated at 4,420 million pounds, grease basis. This compares with an estimated 4,370 million pounds in the 1953 season. Consumption in principal wool consuming countries during the first quarter of 1954 was estimated to be nine percent below the same period of a year earlier.

DOMESTIC WOOL QUOTATIONS ON THE OPEN MARKET AT BOSTON

Week Ending June 25, 1954

	CLEAN BASIS PRICES (4)	%	GREASE EQUIVALENT BASED UPON ARBITRARY SHRINKAGE PERCENTAGES (3)					
			%					
GRADED TERRITORY WOOLS (1)								
Fine:								
Gd. Fr. Comb., Staple...	\$1.75—1.80 (1.64)	54	\$.81—	.83 59	\$.72—	.74 64	\$.63—	.65
*Av. & Gd. Fr. Comb.....	1.65—1.70 (1.58)	55	.74—	.77 60	.65—	.68 65	.58—	.60
*Sh. Fr. Comb. & Cloth..	1.55—1.60 (1.44)	56	.68—	.70 61	.60—	.62 66	.53—	.55
One-half Blood:								
Gd. Fr. Comb., Staple...	1.55—1.60 (1.48)	51	.76—	.78 54	.72—	.74 57	.67—	.69
*Av. to Gd. Fr. Comb.....	1.50—1.55 (1.41)	52	.72—	.74 55	.68—	.70 58	.63—	.65
Three-eighths Blood:								
*Gd. Fr. Comb., Staple...	1.30—1.40 (1.28)	48	.68—	.73 51	.64—	.69 54	.60—	.64
*Av. French Combing....	1.20—1.25 (1.14)	49	.61—	.64 52	.58—	.60 55	.54—	.56
One-quarter Blood:								
*Gd. Fr. Comb., Staple...	1.18—1.26 (1.20)	46	.64—	.68 48	.61—	.66 50	.59—	.63
*Av. French Combing.....	1.05—1.10 (1.05)	47	.56—	.58 49	.54—	.56 51	.53—	.55
*Low Quarter Blood.....	1.08—1.12 (1.02)	41	.64—	.66 43	.62—	.64 45	.60—	.62
*Common and Braid.....	.95—1.05 (.98)	40	.57—	.63 42	.55—	.61 44	.53—	.59

ORIGINAL BAG TERRITORY WOOLS

Fine:						
Gr. Fr. Comb., Staple...	1.70—1.80 (1.59)	57	.73—	.77 59	.70—	.74 61
*Av. & Gd. Fr. Comb.....	1.70—1.75 (1.52)	59	.70—	.72 61	.66—	.68 63

ORIGINAL BAG TEXAS WOOLS (2)

Fine:						
Gd. Fr. Comb., Staple...	1.80—1.90 (1.67)	54	.83—	.87 58	.76—	.80 62
*Av. & Gd. Fr. Comb.....	1.75—1.85 (1.61)	55	.79—	.83 59	.72—	.76 63
*Sh. Fr. Comb. & Cloth..	1.65—1.75 (1.47)	57	.71—	.76 61	.64—	.68 65
*8 Mos. (1" & over).....	1.65—1.75 (1.48)	55	.74—	.79 58	.69—	.74 61
*Fall (¾" & Over).....	1.55—1.65 (1.35)	56	.68—	.73 59	.64—	.68 62

- (1) Wools grown in the range areas of Washington, Oregon, the intermountain States, including Arizona, and New Mexico, and parts of the Dakotas, Nebraska, Kansas and Oklahoma. These wools cover a wide range in shrinkage and color.
- (2) Wools grown in the range areas of Texas, mostly bright in color and moderate in shrinkage except in the panhandle where they are considerably darker in color and heavier in shrinkage.
- (3) In order to assist in estimating greasy wool prices, clean basis, market prices have been converted to grease basis equivalents. Conversions have been made for various shrinkages quoted. (Prices determined in this manner are largely nominal.)
- (4) Prices in parenthesis are the approximate loan values of the class and grade clean basis only.

*Estimated price. No sale reported.

A. E. LAWSON RESIGNS

A. E. Lawson has resigned as secretary-treasurer of the Washington Wool Growers Association, due to other business activities. On June 26, 1954, the Executive Board of the association elected Philip E. Bloom to take his place. The Washington Association office is now located at 807 Spokane Street, Ellensburg, Washington.

As secretary of the Washington association, Mr. Lawson has served well, not only the wool growers of his State, but the industry as a whole. He will continue his work with the Wool Growers Service Corporation, a livestock financing organization, with offices at 110 East Chestnut Street, Yakima, Washington.

Mr. Lawson says he has enjoyed working with the sheepmen, and we are sure that all of the sheepmen, both within the State of Washington and nationally, have

enjoyed and profited by the ever helpful and efficient service Mr. Lawson has given as secretary of the Washington State Association since 1938.

How To Hold Rain In Soil

Chemicals called "surface-active agents," or "surfactants" offer a "promising possibility" of holding more water in the soil, especially in areas where rain is normally low, USDA has reported.

Much of the rain that falls on fields does not get very far into the ground. It evaporates through the surface soil back into the air and is lost to crops.

Surfactants hold a greater share of the rainfall in the ground. They operate like the "wetting agents" found in many common household dishwashing and clothes washing products.

E. R. Lemmon, a Federal scientist working at the Texas Agricultural Ex-

periment Station, is studying the possible uses of surfactants in practical farming. Mr. Lemmon and his associates have developed a simple way to measure soil evaporation. With this new method, the scientists will be able to find out if surfactants save enough water to pay for their use.

—AFBF Official News Letter

Plum Island Contract Let

The USDA announced June 10 that the contract for building the Plum Island Animal Disease Laboratory has been let to the Stock Construction Corporation of New York City. The cost will be \$7,712,000, and it is expected that the main laboratory facilities will be completed in 18 months. The purpose of the laboratory, as you know, is to study foot-and-mouth disease and other foreign diseases of animals that are a threat to the livestock industry.



SUFFOLKS

The GRENVILLE SUFFOLK YEARLINGS at the 1953 National Ram Sale which established a new record pen price of \$800 per head. Also top-selling stud ram in the 1953 National, at \$2025, was a GRENVILLE consignment.

See our 1954 National Sale consignment of yearling SUFFOLK rams:

3 Studs, 1 Registered pen of 5, 1 Range pen of 10.

FOR SALE AT THE RANCH — Selected ewes, ewe lambs and rams.

GRENVILLE & TRENTHAM

MORRIN, ALBERTA
CANADA



From a speech delivered by Garland Russell, Head, Swift's Lamb Department, Chicago, Illinois, Oct. 30, 1953.

The fact that the carcass, the principal item from the lamb, is a very good item was recognized long, long ago. Even before the birth of Christ, many of the Near Eastern people looked upon lamb as the meat for feasting.

Many of these customs are still with us. The publicity given in the latter half of 1952 to the celebrating of "Lesser Bairam" by Moroccan Golsms serving in the French Army in Germany may be recalled. "Lesser Bairam" is one of the Moslem world's two great annual festivities . . . with three days of feasting, exchanging of gifts and visits.

This gay holiday comes at the close of the month-long fast of Ramadan, during which all of the world's 300-million Moslems must abstain from food, drink and tobacco each day, from that time in the morning when a white thread can be distinguished from a black one . . . to the hour in the evening when neither can be seen.

It's plain to see that the Moslems do consider this holiday a major one, and it is only natural that the major food for this celebration is choice, juicy lamb cooked in large outdoor ovens.

The Arabian people also have many religious festivities in which lamb plays an important part. We do not have many Moslems or Arabs in this country, but we have had some interesting experiences in supplying lamb and mutton to various delegations who have visited this country during and after World War II.

There are other nationalities in the United States that make up larger portions of the population who have customs carried over from the old country. Take the Greek people, for instance. In Greece, as well as other Mediterranean countries, the sheep is a triple-purpose animal which supplies milk as well as meat and wool. The young lambs are often slaughtered when six to eight weeks of age and so, over the

There are Many Different Customs for Eating Lamb

centuries, these people have developed a taste for eating very young lambs.

At Eastertime, the Greek people consider young lambs a special treat. At that time, they want lightweight carcasses weighing about 25 pounds, sometimes as small as 15 pounds. These are roasted whole for their Easter celebration.

The Italian people also want small carcasses weighing from 20 to 35 pounds dressed.

One of the race groups that is very important in the lamb business is the Jewish or Kosher trade. These people usually want well-finished, but not over-fat lambs, weighing from 35 to 50 pounds dressed.

In the Kosher trade only the forequarters of the lambs are used. The rest of the carcass goes into the regular trade. This is because Kosher meat must be de-veined. It is much easier to carry out this operation on the forequarters than on the hindquarters.

Cuts of Kosher meat are normally consumed within 72 hours after slaughter. It is a common thing to see retail buyers of Kosher meat trading or buying on the killing floor or as the carcasses first enter the coolers. They do this because it is much easier to de-vein the meat while it is still warm, resulting in less work in preparing it in conformity with the requirements of the Jewish dietary laws.

Because of the importance of the Kosher trade, a large percentage of the lambs consumed in the Northeast are shipped alive to that area to be slaughtered at plants located in New York, Boston and other eastern centers.

It may also be interesting to note that the babies in this country are helping to provide a better market for lamb. Meat for babies was pioneered only a

very few years ago and is growing steadily. For this product very lean lamb is required.

The bulk of the demand for lamb in this country is for lamb carcasses weighing from 35 to 55 pounds dressed, which means lambs of live weight from 75 to 100 pounds. Experience has shown that this weight of lambs makes the most desirable cut for consumers. Heavier weight carcasses are not in demand because heavier weights are usually excessively fat, resulting in considerable trimming waste both to the retailer and to the consumer.

USE PANAMAS

for highest quality rams with top quality wool and mutton. See my consignment at the National.

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Route 2, Rupert, Idaho

PANAMAS . . .

With Quality

Again we will sell at the National 2 pens of 5 yearling range rams. Smooth, large, mutton type, dense, long staple wool, $\frac{3}{8}$ to $\frac{1}{2}$.

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CORRIEDALE SHEEP



are the most profitable livestock on the farm today due to their ability to produce unexcelled wool and also market-topping lambs.

Plan now to attend the Eastern District Corriedale Show and Sale, August 6-7, Harrisburg, Pennsylvania and the National Corriedale Show, September 1, Columbus, Ohio. Approximately \$3000 will be offered in cash premiums at this show where you will see the top Corriedales from all parts of the country.

For information write:

AMERICAN CORRIEDALE ASSOCIATION, INC.

Rollo E. Singleton, Secretary
108 Parkhill Avenue
Columbia, Missouri

NATIONAL FARM SAFETY

WEEK - 1954

July 25-31

PRACTICE SAFETY RULES

"Farm to Live and Live to Farm!"

Promotion Supporters Given Hearty Thanks

Did you receive your Lamb-Wool stickers from Mrs. Clell Lung, 805 North 3rd, Pasco, Washington recently? Mrs. Lung is the Promotion and Means Chairman of the Women's Auxiliary of the National Wool Growers. She and the National Auxiliary wish to thank you for your support of this project, and do urge you to USE the stickers even though you do not feel that you can donate. The funds received in this campaign are divided between the State and National Auxiliaries, to help continue lamb and wool promotion. This project serves two purposes, that of advertising our lamb and wool and that of contributing to promotion work of the auxiliaries.



HERE'S A WINNER

FOR WOOL PROMOTION

First place winner of the Wool Bureau's national "Flight Right Wools" window display contest is Donald A. Woodard, display manager of Jacobsons, San Diego, California.

Prizes amounting to over \$600 were awarded by the Bureau to six department stores across the country for the best wool clothing travel windows. The contest was sponsored jointly by the Bureau and Pan American World Airways.

During the contest over a million copies of travel folders prepared by the Bureau, Pan American and the Luggage and Leathergoods Association of America, were distributed by stores across the Nation. The travel folders give tips on packing and general flight information.

The windows were judged on how well the displays presented wool's ability to provide protection, comfort and wrinkle resistance for the airborne traveler.

Nevada Contest Plans Made

The Reno Branch of the Women's Auxiliary of the National Wool Growers Association held a luncheon and business meeting at The Minden Inn at Minden, Nevada, Saturday, May 29, with its President, Mrs. Stevan Landa presiding.

During the business session, plans were made to have a number of blankets woven from Nevada fleeces. Some of the blankets will be used as prizes for the contestants in the next "Make It Yourself—With Wool" Fashion Show and some as exhibits at the next Washoe County Fair.

The group of ladies engaged in the wool growing industry who very generously agreed to contribute the wool

fleeces are: Mrs. Stevan Landa, Mrs. Alfonso Sario, Mrs. Justo Munoz, Mrs. Paul Etcheberry, Mrs. Arnold Carricaburru, Mrs. Charles Aldabe, Mrs. William Campbell and Mrs. Marcelino Landa.

Present in addition to these ladies were: Mrs. Graham Sanford, Mrs. Raymond P. Borda, Mrs. Vernon Metcalf, Mrs. John E. Humphrey, Miss Grace M. Dangberg and, as guests, Marie Audrain and Lila M. Mullins.

—Mrs. Vernon Metcalf

Washington Groups Stay Industrious

The Washington State Wool Growers Auxiliary have been busy with their respective chapter and State projects.

The Klickitat Auxiliary have been the sponsors of a ewe-foundation program for their 4-H members. This program has so grown that it is now the largest sheep show at any fair in the State.

Lower Yakima Valley Chapter held their annual guest day at the Satus Pass Ski Lodge in March. Overcoming such obstacles as snow, rain, and closed roads, these sheepmen's wives, with the help of the Park Superintendent, arrived at the lodge for the luncheon, served before a large open fireplace. A State Board meeting was held also and plans made for carrying on the "Make It Yourself—With Wool" contest. Plans were also laid for the lamburger booth at the fair.

Lower Yakima Valley Chapter are hostesses for the State Convention this year. They are busy working on favors and making preparation for this project.

—Mrs. S. A. Fernandez

Material for this section
should be sent to

Mrs. Floyd T. Fox, Route 3,
Box 56, Silverton, Oregon.



LET ME IN

Pleading for entry into the Worumbo Manufacturing Company Woolen Mills, Harold Wayne holds the bag of raw wool which he had to have made into cloth. Oliver Moses, III, president of Worumbo, listens wonderingly to the plea.

His Reply Was, Yes

The great labor and care that goes into the making of a fine wool suit was learned the hard way by Harold Wayne, contestant on the NBC television show, "Truth or Consequences," when he innocently replied "yes" when asked if he would like an all-wool suit.

Mr. Wayne, who made his first appearance on the show May 18, was promptly given two live sheep. He was told that if he could arrange to have the sheep shorn, the wool spun into yarn, dyed, woven into fabric and made into a suit in two weeks, he would be awarded a complete wardrobe by Hart, Schaffner & Marx.

Mr. Wayne left the Los Angeles studios of the show with his two sheep in tow, pushed them into a taxi and headed for a shearing shed in the San Fernando Valley. With the shorn wool in a bag over his shoulder, his next destination was the airport and a plane for the Lisbon Falls, Maine, plant of Worumbo Manufacturing Company, 90-year-old manufacturer of fine wools. An ardent plea to its president, Oliver Moses III, elicited this organization's help, and he personally threw his wool into the scouring vats—the first step in the carefully controlled manufacture of wool fabrics.

Tapping an impatient foot while his wool went through the Worumbo mill, Mr. Wayne next turned to the problem of having a suit made from the fabric—a fine charcoal gray wool flannel. The donor of his reward, Hart, Schaffner & Marx, agreed to make the suit if he could get to their Chicago plant early enough to allow time for the tailoring.

Time must have dragged during the flight to Chicago, during the tailoring of the suit and the hasty trip to Los

Angeles, but Mr. Wayne made the program, clothed in his fleece-to-fabric suit.

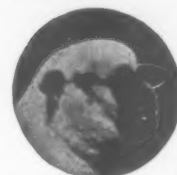
Harried, but happy he received his award despite the fact that a slight miscalculation in the amount of wool needed for a suit had put him back into short pants.

—The Wool Bureau

R. H. LINDSAY COMPANY

Wool Merchants

253 Summer Street, Boston, Mass.



THE HAMPSHIRE

Sure I'm In Demand . . .
I Produce More Pounds of
Lamb Per Ewe.

Breeder's List and Information of
AMERICAN HAMPSHIRE SHEEP ASSOCIATION
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Our 1954 National Sale consignment of 28, including three studs, will be big, growthy, western-type rams, chosen from the above yearlings, photographed June 10th "in the rough."

At the ranch—now selling top Hampshire ewes.

Pooles' Magic Valley Hampshires

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Buy Your Rams From OLSEN BROS.

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SUFFOLK * * * SUFFOLK-HAMPSHIRE CROSS * * * HAMPSHIRE

— Quality —

SIZE — BONE — LENGTH
DURABILITY

— Quantity —

OUR CONSIGNMENT IS FROM
150% LAMB CROP

— Economy —

MORE EWES PER RAM
MORE LAMBS PER EWE

WHAT ARE THE MOST IMPORTANT THINGS TO CONSIDER IN SELLING LAMBS?

The important thing in selling lambs is to have high quality, uniform and clean lambs. They will sell themselves.

—Day B. Hoover
Vale, South Dakota

In my opinion, there are four major rules to follow in selling lambs: (1) Sell them while they are in the finest condition; (2) Handle them carefully before shipping; (3) Have a contract with a buyer you know and can depend on; (4) Sell when prices are at their best.

—Martin and Charley Howe
Shell, Wyoming

Have good lambs to sell and the job is quite simple.

—Lehi M. Jones
Cedar City, Utah

In my opinion, these are the most important things to consider when selling lambs: (1) Price; (2) Knowing your buyer and his financial status; (3) Having delivery date and weighing conditions properly set forth; (4) Being sure that the terms of the contract are thoroughly understood by both parties.

—Iberlin & Sons
(by) Simon J. Iberlin
Buffalo, Wyoming

this month's Quiz

To sell the lambs when they bring the most money—when the lambs are the heaviest or the prices, the best—is, of course, the most important factor. Sometimes lambs will bring more at an early market than they will later when they have gained their weight, as prices nearly always drop later when larger supplies are available. This relates to feeder lambs, as that is what we have to sell here.

—James Henderson
Buffalo, South Dakota

I always try to sell my lambs before they lose their milk fat or before any bad storms strike. Our lambs have to be trucked quite a distance so we like to sell off the truck, rather than after an overnight shrink.

—Edward P. Hollister
Redig, South Dakota

The two most important things to consider in selling lambs, in my opinion, are:

(1) Knowing that the buyer is 100 percent substantial;

(2) Keeping delivery date elastic so that lambs can be weighed to seller's best advantage.

—Van Irwin
Midwest, Wyoming

I think the most important thing in selling lambs is: If you are ever offered what you want for them—take it. Last fall should have taught us all a lesson. We had a buyers' market and we had to take anything they wanted to give us. But as soon as most of the lambs were in the hands of a few big outfits "that could get the money to buy" 12-cent lambs, the price went up to 20 cents. We don't forget these things very quickly.

If the cost of producing wool and lambs can't be reduced or the revenue increased, it will be a sad day for the sheepman.

—J. A. Anderson
Shelley, Idaho



'51



'52



'53

KEEP THE QUALITY OF YOUR WOOL CLIP UP USE . . . NIELSON RAMBOUILLETS

The top-selling RAMBOUILLET Studs at the last three National Ram Sales (shown at left) have been NIELSON consignments. The 1951 topper was purchased by the Pauly Ranch, Deer Lodge, Montana, at \$2000. The 1952 high seller, also at \$2000, went to Covey-Bagley-Dayton, Cokeville, Wyoming. Top-selling 1953 RAMBOUILLET at \$1500 was purchased by H. W. Dodge, Easton, Maryland. Top seller in the whiteface breeds at the 1954 California Ram Sale at \$460 was a NIELSON RAMBOUILLET..

See the Nielson Rambouillet consignment at the National Ram Sale, Ogden, Utah, August 19 and 20: 38 TOP STUD, REGISTERED AND RANGE RAMS.

YEARLING RAMS FOR SALE
Contact Us Now For Your Needs In 1954.

NIELSON SHEEP COMPANY

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Idaho Falls, Idaho
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HANSON, MARK B.
Spanish Fork, Utah
LIND & SONS, ELMER
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Malad, Idaho
YOUNG, CY
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Spanish Fork, Utah
POOLES' MAGIC VALLEY
HAMPSHIRE
Rte. 3, Jerome, Idaho
ROCK AND SON, P. J.
Drumheller, Alta., Canada
TEDMON LIVESTOCK
Rte. 3, Ft. Collins, Colorado

PANAMAS

BELL, TOM
Rupert, Idaho
HORN, JOSEPH
Rupert, Idaho
LAIDLAW, FRED M.
Muldoon, Idaho
MEULEMAN & SONS, HARRY
Rupert, Idaho, Rte. 1
RICKS BROS.
Rte. 1, Idaho Falls, Idaho

RAMBOUILLETS

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Ephraim, Utah
BEAL, DR. JOHN H.
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Ephraim, Utah
CHRISTENSEN & SONS, S. E.
Ephraim, Utah
CUNNINGHAM SHEEP CO.
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NIELSON SHEEP CO.
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SUFFOLKS

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Cambridge, Idaho
CURRY, S. E.
Plainview, Texas
FLOWER, C. F.
Sunnyside, Washington
FOX, FLOYD T.
Silverton, Oregon
FULLMER BROS.
Star Route, Menan, Idaho
GRENVILLE, ARTHUR C. B.
Morris, Alta., Canada
HALL, WILLIAM C.
Falkland, B. C., Canada
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Junction City, Oregon
JENKINS, ALLAN
Newton, Utah
LAIDLAW, FRED M.
Muldoon, Idaho
MAYFIELD, CHAS. W.
Riverdale Farms, Sherman, Ill.
MOON, MYRTHE N.
Springville, Utah
OLSEN BROS.
Spanish Fork, Utah
PEMBROOK, RALPH
Big Lake, Texas
ROCK & SON, P. J.
Drumheller, Alta., Canada
VASSAR, ERVIN E.
Dixon, California
WANKIER, FARRELL T.
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WARRICK & SON, ROY B.
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INCOME TAX BOOKS

(Continued from Page 11)

when the adjustments are made back to the bar of the statute of limitations. The courts, however, are fairly unanimous in holding that the fact that a taxpayer escaped income in earlier years now barred by the statute of limitations is no grounds for distorting income in an open year. This proposition has been clinched by a recent decision in the Second Circuit involving the analogous problem of the income tax treatment of the involuntary change by the Commissioner of a taxpayer's basis of accounting from cash to accrual method. **Commissioner v. Dwyer**, 203 F. 2d 522 (C. A. 2nd 1953).

Effect of Section 3801, I. R. C. However, there is some doubt whether or not the taxpayers' victory on this issue is permanent, because of a weapon which the Commission has to protect the Revenue Service in situations like this. This is Section 3801 of the Internal Revenue Code. The applicable parts of Section 3801 provide generally that the Commissioner can collect a tax for a year otherwise barred by the statute of limitations if the taxpayer adopts an inconsistent position and obtains a determination by means of a court decision, final action on a claim for refund, or a closing agreement, that an item of income upon which a tax was paid in an open year should actually be subject to tax in the barred year. Thus, the spread between the original and corrected beginning inventory for the earliest open year (which spread would also be an increase in ending inventory for the prior year and thus an increase in income for that year) may very well be subject to taxation in the prior barred year if all the requirements of Section 3801 are met. There is a difference of opinion whether changes of inventory values are "items" of income or deductions within the meaning of the provisions of Section 3801, but the Court of Claims has held that they are, and the Tax Court has left the question open. Due to the relatively large number of cases in recent years holding that similar adjustments must be made to both ending and beginning inventories by the Commissioner, I look for considerable litigation on the application of Section 3801 to this type of situation.

Change to Cash Basis

The regulations provide generally that a taxpayer can change his method of accounting only if application for permission to change is filed with the Commissioner within 90 days after the beginning of the taxable year within which the change is to be made and only

if the taxpayer and the Commissioner agree to the terms and conditions under which the change will be effected.

Because of the known advantage of the cash basis in connection with capital gains on the sale of animals from the breeding herd, highlighted by legislation in 1951, many livestock producers made application to the Commissioner for permission to change to the cash basis. The Commissioner refused to act on these requests for almost two years after the passage of the 1951 Revenue Act. However, as a result of the efforts of the National Live Stock Tax Committee, on May 12, 1953 the Commissioner issued a release stating that the Internal Revenue Service will no longer withhold action on applications by livestock raisers to change their method of accounting for income tax purposes. In the last few months it has processed a number of applications for permission to change to the cash basis, and to date, the limitations and restrictions imposed by the Commissioner have been reasonable.

A practical way to effect a change in accounting method without having to obtain the Commissioner's approval is to have the business taken over by a new taxable or new reporting entity. For instance, a sole proprietor might take in his son or some member of his family and form a partnership for the operation of his livestock business, and at that time it would be permissible to elect a new method of accounting without having to ask for permission. The formation of a corporation to take over the business of a proprietorship or partnership would have the same result, as would the liquidation of a corporation and the formation of a partnership to operate the business.

As a result of Revenue Ruling 144, issued in August of last year, it appears that the Internal Revenue Service will not recognize that a change in the membership of a partnership resulting from the death, withdrawal, substitution or addition of a partner or a shift of interests among existing partners, will, in itself, effect a termination of a partnership for Federal income tax purposes so that a different annual accounting period can be used. Although the ruling does not mention a change in the method of accounting employed by the partnership, the Service may very well take the position that the method of accounting may not be changed just by reason of the named changes in the membership of the partnership. This ruling does not establish an irrevocable presumption that the accounting period cannot be changed, and in a proper case a change can be made.

Cash Basis Advantages

Now why is the cash basis more advantageous when capital gains on the sale of breeding herd animals are allowed? The answer is simply this—on the cash basis, the entire proceeds from the sale of raised breeding animals are subject to capital gains treatment, i.e., the gain is cut in half, and only half the profit is subject to tax on an individual's return, with a ceiling tax of 25 percent of the gain. When the taxpayer uses inventories, however, the amount of the inventory value of the breeding animal sold is taxed at one time or another as ordinary income, and only the excess of the selling price over the inventory price is subject to capital gains. Thus, it can be seen that the cash basis will always result in a lower tax on sales from the breeding herd regardless of the tax brackets, and the advantage can be very substantial as the tax brackets increase. Of course, this tax advantage is not as pronounced for corporations, particularly small ones, because corporate capital gains are taxed at a flat rate of 25 percent and corporate rates on ordinary income for 1953 were only 30 percent and 52 percent.

Summary

Most ranchers can elect to use the cash or accrual basis for reporting income, but once a method is elected, a change can be made only with the Commissioner's approval. The cash basis has the advantages of simplicity, flexibility and tax savings on sale of breeding herd animals. It has the disadvantages of ballooning income if forced sales occur due to drought or other causes, and a taxpayer may be forced to sell when he would not otherwise do so in order to create income against which expenses can be offset. The accrual basis tends to level out the hills and valleys of income over the long pull, eliminates the need for borrowing money at the end of the year to pay expenses in order to get deductions. It makes for more accurate bookkeeping. The accrual basis is disadvantageous because the taxpayer is unable to take full advantage of the capital gains law on the sale of breeding animals, the taxpayer must use inventories and keep a more complex set of books, and sometimes income taxes must be paid on increases in inventory values which may be only "paper profits." If inventories are used, the unit-livestock-price method is preferable to the farm-price method. The income tax status of the hybrid method of using inventories but reporting all other receipts and expenses on the cash

basis is being questioned by the Commissioner. But because of its widespread use and basic reasonableness, it is doubtful if the Commissioner will succeed in forcing its abandonment. Purchased animals must be inventoried under the unit-livestock-price method at purchase price, but breeding animals may, at the option of the taxpayer, be taken out of inventory and capitalized and depreciated. Inventory valuations and accounting methods, once adopted,

should be consistent, because changes in values or methods may result in distortions in income subject to attack by the Commissioner.

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Grand Champion

at the 15th annual Sanpete Rambouillet and Junior Livestock Show on May 21 and 22, 1954, is my ram pictured here. I also took honors for the first place pen of three yearling rams and first and champion with my yearling stud.

You are invited to inspect my consignments at the National and other leading sales . . .

CLIFFORD OLSEN

Box 141

Ephraim, Utah

RANGE COUNTRY

(Continued from Page 26)

Rapid City, Pennington County June 18, 1954

While rains have been spotted, all of the State, except the extreme southwestern part, is in good condition. Grass has made a good growth and all livestock is doing very well.

—X

Redig, Harding County June 15, 1954

Feed has been good since June 1, but cold weather delayed its start.

There has been more wool bought outright this year than usual. Prices ranged from 60 to 66 cents, depending on shrinkage. They're paying a little more for fine and half blood than for the coarser wools.

I think our future depends on advertising and cutting costs—and the latter is hard to do. I enjoy the Wool Grower and look forward to each issue.

—Edward P. Hollister

Vale, Butte County June 14, 1954

The sheep industry could pay its way if it were not for labor costs. They make up the biggest item of expense. The operation now is out of balance with returns.

Our lambing season was made to order, with good yields. Summer feed prospects are favorable.

—Day V. Hoover

TEXAS

Local showers in many sections, but week as whole hot and dry. Crops and pastures developed satisfactorily in north, but droughty conditions again shaping up in central, south and southeast. Livestock gen-

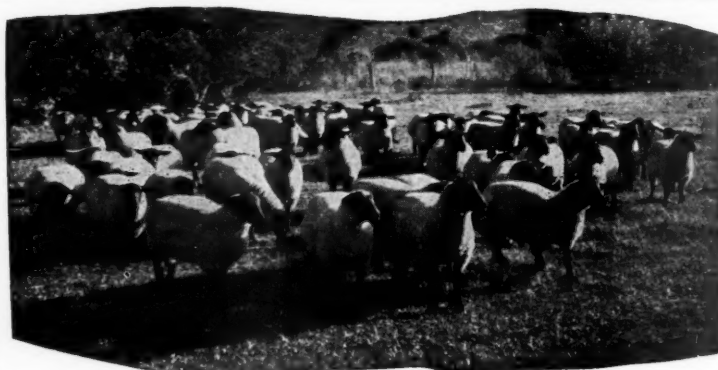
erally in good condition, with stock water adequate. However, supplemental feeding necessary in south.

Eden, Concho County June 15, 1954

Local and spotted rains improved our pastures the first half of June. Range conditions, however, will deteriorate very rapidly without more moisture soon. At present, range and pasture feed prospects are better than a year ago.

We have had no serious spring losses, although a small percent of our ewes had inflamed udders. We saved a larger percentage of lambs this year. The fat lambs have sold at 22 to 24 cents a pound and the feeders at 16 to 18 cents. A few fine-wool yearling ewes have sold at \$15 a head. A large tonnage of wool has been sold from 55 to 74 cents a pound.

—C. E. Harris



Suffolks...

SUPREME ON RANCHES . . . ON FARMS

. . . ON MARKETS . . . BECAUSE . . .

- 1. Small, smooth heads . . . LESS TROUBLE AT LAMBING TIME.
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- 3. Open face . . . NO WOOL BLINDNESS.
- 4. Unequalled constitutions . . . GREATER HARDINESS, MORE LAMBS THAT GET FAT FASTER.
- 5. Excellent mutton form . . . WEIGH MORE, SELL FOR MORE.

See and Buy the Nation's outstanding SUFFOLKS at the NATIONAL RAM SALE, OGDEN, UTAH, AUGUST 19 and 20; also at the following sales: Filer, Idaho, August 4; Albuquerque, New Mexico, August 5-6; Albany, Oregon, August 7; Pullman, Washington, August 11-12; Pendleton, Oregon, August 16; Lakeview, Oregon, September 13; Miles City, Montana, September 16; North Salt Lake, Utah, September 16; Pocatello, Idaho, September 18; Casper, Wyoming, September 21-22; Spanish Fork, Utah, October 14.

For Complete Details, Including List of Breeders, Write

American Suffolk Sheep Society

C. W. HICKMAN, Secretary, MOSCOW, IDAHO

"Recognized by the Canadian National Livestock Records"

Paint Rock, Concho County
June 21, 1954

Weather and feed conditions are good here, much better than during the last two years. We have had good rains, but need more now as it's getting dry again.

We had a much better lamb crop this year. Usually the crop varies between 80 and 90 percent. This year it was 120 percent. Fat lambs are selling at the market at 20 cents and feeders at 17 cents. Wool has been selling at 50 to 72.5 cents.

—Scott L. Hartgrove

Vancourt, Tom Green County
June 16, 1954

We have had some rain this spring, which makes it the best year since 1950. As a result of our drought experience, I hope we in Texas have learned not to try and run ten sheep where there should only be one.

Our lamb crop was much better this year, 102 percent as against 85 last. Some fine-wool yearling ewes have recently changed hands at \$15 per head.

Texas is mostly a fine-wool sheep State. For 12-months' wool, 70 to 75 cents per pound has been paid.

—Arthur R. Henderson

UTAH

Cool and scattered showers early in week; then, mostly fair and gradually rising temperatures. Frost damage to winter wheat varies; quite severe in San Juan County; abandonment for State as a whole about normal. Ranges dry. Most irrigated pastures good.

Cedar City, Iron County
June 12, 1954

Labor still remains a big problem for the industry. Good men with experience and know-how are scarce in this area. In some other phases, the industry here is in a little better position.

Due to an early spring, our range is better than usual. It is dry now, however. Our sheep go on the summer range between the first and fifteenth of June. Forage prospects there are above average.

Most outfits have had a very good lambing, with light losses. In general, the crop was from 25 to 40 percent better than in 1953. There's been no contracting in this area so far as I can find out. A recent sale of yearling Rambouillet ewes at \$17 per head is reported.

—Lehi M. Jones

See my pen of 10 Quality
SUFFOLK RANGE RAMS
at the National Ram Sale
EARL ROOT
Cambridge, Idaho

AGAIN

We Consign Some Fine
SUFFOLK YEARLING RAMS
To the National Ram Sale

—We Invite You Buyers To Look Them Over—

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Outstanding Breeding Stock For Sale At Our Farm
At All Times



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VASSAR RANCH SUFFOLKS



BIRCHLANDS 2H. Lambled 1953 . . . Purchased for \$700 in 1953 at the Calgary Summer Sale. . . . His lambs are very promising!

This outstanding ram is one of the sires of our 1954 consignment to the National Ram Sale, Ogden, Utah.

See our consignment of two Suffolk studs and one pen of five registered Suffolk rams. There are other outstanding rams at the ranch.

Ervin and Lucy Vassar
Dixon, California

WASHINGTON

Cool and cloudy, with heavy rains in west and moderate in central and east. Western pastures excellent from rains which delayed haying. Rains helped grains and fruit in central and east.

WYOMING

Precipitation about one-half normal. Most sections still dry; but beneficial rain in local areas. More numerous showers, but no heavy amounts in extreme west. Temperatures slightly below normal west of Divide to about normal east.

Buffalo, Johnson County June 15, 1954

Range conditions are far below normal, due to the continuing drought. Our sheep went on the summer range on June 10. Feed there is fair, but needs more moisture and warm weather.

We had some serious spring losses, due to the weather and predatory animals.

There have been some sales of both fine-wooled and whitefaced crossbred yearling ewes at \$17 a head. No lamb contracting has been done in this area yet. About a million pounds of wool has moved at 51 to 58 cents. Fine, half blood and three-eighths wools, with an edge of quarter blood, were included in the sales. Early shorn and early contracted wool sold at an average of 50 to 54 cents. The increase to the higher level has occurred since June 1.

If overhead doesn't decrease and prices for wool and lambs increase, the industry will show a poorer financial picture at the end of 1954 than in 1953.

—Iberlin and Son

Savageton, Campbell County June 16, 1954

Range feed conditions are generally poor in comparison to good a year ago. We save no particular range for summer, ewes and lambs grazing the cream of it. Water is the deciding factor. (There is no National Forest grazing for anyone in this county.) An abun-

dance of rain in the next 30 days would solve our major problems. Prices are generally satisfactory.

Due to the short grass this spring, poison (deathcamas) losses have been above average. Our lamb crop was at least ten percent larger than last year's. There's been no contracting yet, but, due to the drought, the lambs may have to be sold for very early delivery. The only ewe sale I have heard of was one lot of dry, two-year-old, shorn ewes that brought \$18 a head.

About 90 percent of all the wool has been sold. In April 55 cents was paid for wools grading mostly half blood to three-eighths. Now similar wools are bringing 60 cents. The top price for fine wools to date is 65 cents. Shearing cost 45 cents per head. The Wyoming special comb was used.

—Alex Innes

Shell, Big Horn County June 16, 1954

We have had a cool, wet spring, and prospects are for a better than normal year as far as feed is concerned. Conditions are much better than in the past two years. Sheep went to the summer range today.

—Martin and Charley Howe

Midwest, Natrona County June 23, 1954

I believe the sheep business has a better outlook than cattle, due to scarcity and possible wool subsidy.

Range feed has been pretty fair, but drier than usual. Sheep went on the summer range the first part of June.

Our lamb crop was only a 70 percent one. Our lambing help was poor in quality. Some feeder lambs have been contracted at 17 cents, October 1 delivery.

Early sales of wool were between 51 and 53 cents; late sales averaged 57 cents on all types.

Coyotes are starting to give us some trouble.

—Van Irwin

HAMPVILLE RANCH

We cordially invite you to see our high-quality group of yearling Hampshires at the National Ram Sale, Ogden, August 19 and 20. They are the type range men want — good legs, bone, mutton conformation and open face.

Matthews Brothers

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IDAHO

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